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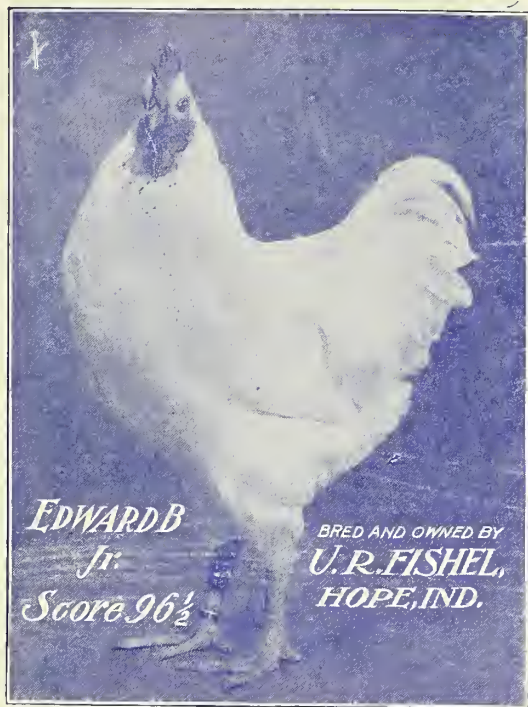
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THE INDUSTRIOUS HEN

A MONTHLY MAGAZINE
FOR THE
COMMERCIAL AND FANCY POULTRYMAN



THE INDUSTRIOUS HEN CO.
PUBLISHERS
KNOXVILLE TENNESSEE



EDWARD B
Jr.
Score 96½

BRED AND OWNED BY
U. R. FISHEL,
HOPE, IND.

HOW EASY TO WIN

When you have birds that are of the type and quality that it takes to win. For years we have supplied the winners at most all important Southern Shows and this season we have more and better early hatched birds than ever before.

WITH Fishel's White P. Rocks

it is an easy matter to win, not only the regular prizes but all specials. Write us your wants please. Send 25 cents for 64-page Catalogue, worth dollars to any one interested in poultry.

U. R. FISHEL, Box H, Hope, Ind.
SPECIAL SALE LIST FREE

WHITE WYANDOTTES

THE SNOW DRIFT STRAIN

Remember that I am the originator of this famous strain of WHITE WYANDOTTES. This strain has proven itself in many of the leading shows. I have ten grand pens mated this season of some of the best WHITE WYANDOTTES in this country. My WHITE WYANDOTTES won in seven shows twenty-eight first prizes out of a possible thirty-five; twenty-six second prizes; five thirds, five fourths and three fifths. I have also added to my great strain the entire flock of WHITE WYANDOTTES of the Buckeye Poultry Farm, of Cincinnati, Ohio. This includes their good will, all their winners, ribbons, etc. If you want Blue Ribbon Winners, breeders that will produce winners, or eggs, I can furnish you and guarantee satisfaction. Write for Mating List.

C. A. BESUDEN, : R. R. 2, Box 49, Sharonville, Ohio

CATALOGUE FREE

Reduced Price on Stock ^A_N_D Eggs

Grandest winning on Minorcas ever made in the South, winning four firsts and cup on four entries in big Atlanta Show. All eggs now \$2.00 for 15; \$3.50 per 30; \$5.00 per 50; \$8.00 per 100. Barred, Buff and White Rock, Reds, Buff and Black Orpington, single comb Black Minorcas, good breeders, females, \$2.00, males, \$4.00. Bargain in good quality Leghorns, eggs, \$1.50 per 15; \$2.50 per 30; \$4.00 per 50; \$7.00 per 100. Indian Runner Duck eggs, Same price. Leghorn stock—Browns, \$1.50, Whites, \$1.75, males, \$3.00.

SOUTHERN POULTRY FARMS,

LaGrange, Georgia

PLYMOUTH ROCKS ^{BUFF and} WHITE

EXCELSIOR BUFFS---QUEEN QUALITY WHITES

Winners at all the leading Southern shows. Eggs for hatching—\$2.00, \$3.00 and \$5.00 per fifteen. Exhibition and breeding stock for sale. If you want the best and are willing to pay a fair price, get our Mating List. Free on request. The accompanying photo is our First Cockerel, International Poultry Show, Atlanta, class of 28, Poley judge.

EXCELSIOR POULTRY YARDS,

Gadsden, Alabama



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ROCKWOOD FARM

R. W. MEAD, Proprietor

Rainbow Partridge Plymouth Rocks

Member Partridge Plymouth Rock Club

Norwalk, Ohio, June 4, 1912.

THE INDUSTRIOUS HEN CO.,

Knoxville, Tenn.

Gentlemen:--

No doubt you will be pleased to know that the ad. in your paper has done us more good than any other poultry paper, and has produced more sales for Partridge Rock stock and eggs; in fact, your paper is the only one in which we have not either reduced or altogether discontinued advertising space.

Yours very truly,

ROCKWOOD FARM.

Persistent Advertising Brings Results

Do Your Best to Satisfy Your Customers and Promise Nothing You Cannot Perform



IT IS A well-known fact that good advertising will sell a poor article once, but only once, for the same parties will never buy again where once they were swindled or get less than they paid for.

But it is equally as well a truth that the best article in the world will not sell itself, at least not in paying quantities, without a certain amount of advertising, which will bring its superior qualities before the buying public.

Misadvertising and misrepresentation are two common faults of a great deal of present-day advertising, and we cannot pick up a paper where this is not glaringly manifest.

It seems that most of that kind of advertisers forget the fact that poultry journals are very cheap in price, and that most poultrymen who subscribe for one, subscribe for several others, and can very easily compare the statements of one paper with that of another, and that is why some persons' ads. do not become business bringers. Most people don't care to trust their good money with persons of that kind.

It is only a short time ago that I saw advertised a cut of a pullet who won first at Madison Square Garden, but the first thing we noticed about her was that she had an immense spur on each foot. Well, that was just a l-eet-le peculiar, but lo and behold, the same picture appeared shortly after in another journal as a six-year-old hen. It puts us in mind of the most extraordinary pun from the lunatic who made a call on a gentleman in Venice. He introduced himself as the Angel Gabriel. "But" said the gentleman, "when I saw you a year ago, you said you were Lucifer." "So I am," said the lunatic, "but by different mothers."

Imitative advertising, stolen from more fortunate competitors or poultryized from an old shoe box or soap wrapper, stock phrases, has been the death of many an advertiser, and you might put on the tombstone: "Died in the vain attempt of trying to be somebody else."

Tell a straightforward story—your own story. If space enough to tell it in is not warranted, tell it on a small circular, and simply say, "Let me tell you my side of the story" in your ad., and leave it there; and whatever you do, when telling your story, don't be personal. This sends business to the other fellow. It is always the small fry that bark at their most successful competitors.

Be moderate in your statements. Don't hesitate to brag a little, if you have good reason for so doing, but don't say "won every first and second prize in great competition," when your own birds were the only ones exhibited. Your competitors will take advantage of any wrong statement that you make, and talk travels, you know.

Some of the statements made in the advertising columns make the fellows who know better smile, and put them in mind of Neray's reference to an oyster so large that it took two men to swallow it whole.

Another thing of importance, and I think of the greatest importance, is to be a persistent advertiser, an advertiser that doesn't belong to the class of "now you see me and now you don't." If a medium has been selected and you have placed your ad., leave it there; it will speak for you when you are sleeping, working, or not thinking about it. There is a way to make a small ad. bigger, and that is to leave it there. It will grow as the time goes on; its influence with the readers of that paper becomes greater and greater; it smiles at him like an old friend among a

number of transients. There is a one-half inch ad. on the back cover of one of the journals I take that has appeared for many years, and if it should be missing in the next issue, I would be thinking about it all day and wonder why. And if I wanted any of the kind of birds he so modestly has advertised for so many years, I should write him, first of all. I have faith in him though I have never seen him.

An advertisement is much like a person's countenance; it either tells a good story or a bad one. A whole book might be written on the physiognomy of advertising.

Good stock and persistency in keeping it before the public will bring business. It is not a saving proposition to cut out your ad. or cut it down during so called dull times of the year. I am pretty nearly convinced of the fact that this is just the time of the year when the poultry journal has more readers than at any other time. Steady and persistent effort is expensive in all business; advertising costs money, but when comparison is made of rates with other magazines, they are giving far greater results for a great deal less money, and it is in the dull times of the year that business ought to be pushed, and if you have sold out all your present stock, then sell what you expect to have next fall and winter, and many sales can be made during this time of the year.

Lillian Braythwaite Hill, the western advertising expert, said at an Easter banquet of Duluth advertising agents: "Gentlemen, he who cuts down his advertising on the score of economy is as ludicrous as the Paint Rock wine merchant."

"A wine merchant of Paint Rock, having married for the second time, proceeded to lay bare to his bride the secrets of trade."

"And how do you make white wine?" she asked.

"We get our white wine," the man answered, "by adding water to colored wine until it become pale."

There are other ways to economize, but don't do it in your advertising—it is poor policy. But a little money is a great deal to very many people, and this again puts me in mind of the old classic in Punch of the Scotchman, returned home from a visit to London, who said:

"I had not been there an hour when bang went sixpence!"

Some old advertisers and exhibitors will remember the story of a very persistent exhibitor of one of our large shows, who finally "got into the money" and triumphantly carried home one blue ribbon, but before leaving the show there was hardly a representative of the poultry press there who did not have his copy for a big ad in their next issue, which in glaring head lines announced the great event to the public.

So good use did he make of this single winning, and so well did he advertise, that the following year, talking the matter over with some of the other exhibitors, one of them said: "My Lord, if you had got another first last show, there would have been no room in the advertising columns for the rest of us."

This man is one of the most successful breeders of one of our leading American breeds, and the public has never since that date got out of reach of his advertising. But, it is well to add, he is on the square with his customers, and is able to deliver the goods, and has the full confidence of the whole poultry fraternity in return, and it will hardly be disputed that without the help of advertising he would never have gained the position he holds today in the poultry world.—Rev. C. E. Peterson, in Useful Poultry Journal.



Barred Plymouth Rocks

We are now selling eggs at half price from our prize winners of the Louisville, Frankfort, Owensboro Shows, and Kentucky State Fairs. These eggs are identical to those we use for our own hatching, and we will now furnish them to you at one-half price, that will produce winners for you at the winter shows. A trial sitting will convince you.

Eggs \$1.50 per 15 \$7.50 per 100

We are also selling the birds in our breeding pens at greatly reduced prices. We have out over 1750 young birds, and we must have the room for our young stock. 70% of our chicks were hatched this year in March, last hatch, April 15th, which means that we will have exhibition birds for sale this year that will be practically matured in the fall, and we can supply winners to you for your State and County Fairs. If you will send for our forty page catalogue, you will understand why we can give you such high values at such reasonable prices.

POPE & POPE, Box H, Louisville, Ky.

White WYANDOTTES

50 White Wyandotte One and
Year Old Hens for Sale, \$1 Each

Must make room for growing stock.
The breeder who is looking for good
utility hens should not overlook such
bargains.

FELIX CREASY
LEXINGTON : TENNESSEE

S. C. WHITE LEGHORNS

THAT LAY, WEIGH AND WIN

There is as much difference existing between the breeds and strains of our poultry as among cattle. Our dairies raise cattle for the milk. The vast ranches of the West raise cattle for their marketable value in meat. POULTRY is different, for why should we sell a hen at three or four months old simply for her meat when the average GROVE'S STRAIN OF SINGLE COMB WHITE LEGHORN hens will lay twelve dozen eggs per year, which at 20c per dozen, amounts to \$2.40. Her marketable value at three or four months would only have been, probably, 40c. The same hen at the end of her laying season, is worth 60c to 70c in the market, making her worth a total of \$3.00. She will have cost in feed only \$1.10. Where, and in what other breed, can you realize \$1.90 clear profit upon an investment of \$1.10? Our 64-page Catalogue will be sent postpaid for 50c in stamps, which describes breeding, incubating, conditioning, etc., not scientifically, but by the common sense and nature method of raising poultry.

MY SIGNATURE ON EACH AND EVERY EGG YOUR PROTECTION

Don't start until you are sure you are right.
If you do you'll fail, try as hard as you might.
If you raise poultry why not raise the best?
Breed the E. W. Grove strain and watch the nest.

E. W. GROVE, Jr., : : R. F. D. No. 1, Clayton, Mo.

WE ENVY NO MAN HIS ACCOMPLISHMENTS, FOR THEY ARE FOR BETTER POULTRY.

Life Member American Poultry Association.

Life Member National S. C. White Leghorn Club.



ENCHANTRESS
First Madison Square
Hen, 1911.

WHITE ORPINGTONS

KELLERSTRASS STRAIN

At last season's six largest shows held in America the most coveted prizes were awarded to our WHITE ORPINGTONS. Our record of 51 prizes out of a total of 150, in the largest and hottest classes ever brought together. We are now booking orders for exhibition birds, selected breeders and utility birds for fall delivery at prices as low as can be made considering the HIGH QUALITY of stock we send out. We are in a position to supply birds that will WIN in the STRONGEST COMPETITION, and will condition them ready to show. Owing to the early hatched stock being very scarce we would strongly recommend early inquiries if you desire birds for the early shows. A small deposit will insure the reservation of birds wanted.

Send for our Catalogue describing the QUALITY WHITE ORPINGTON Farm, of America.

ALDRICH POULTRY FARM, 5098 N. High St., Columbus, Ohio

SECRETARY'S ENTRY BOOK

A very compact book, size 8½x8½ inches, giving ample space for making entries without crowding. Printed on best quality paper and handsomely bound. Our simple labor-saving system of special indexing is a feature that adds much to the book and affords a great saving of time in making entries. 50 Leaves \$1.00; 100 Leaves \$2.00. : :

THE INDUSTRIOUS HEN CO. : : Knoxville, Tennessee

HOUDANS

Southern bred. My birds took first at Alabama State Fair, also Birmingham Winter Show. Eggs for hatching for sale. Fertility guaranteed.

W. J. ROOT, Ensley, Ala.

PARTRIDGE ROCKS

Winners at Madison Square Garden, Boston, Philadelphia, Baltimore, Washington, Hartford, Scranton, Allentown and Hagerstown. Stock and Eggs—Prices Reasonable.

HILLCREST FARMS, Box 5, Oakford, Pa.

Rhode Island Reds

SINGLE AND ROSE COMBS

Write for mating list. Eggs at half price until August 1st.

MONTE SANO POULTRY YARDS, Augusta, Ga.
M. H. MORRIS, Manager

S. C. BLACK MINORCAS

OVERSTOCKED on the BEST in the South. Sacrifice prices on old and young stock. Show winners at real bargains. Buy quick and get the best choice.

MRS. JNO. M. GRISSIM, R. 2, Lebanon, Tenn.

BARRETT'S BLUE RIBBON STRAIN

Mottled ANCONAS

I have a nice lot of Breeders for sale, at just half price. Five Toulouse Geese and three ganders for \$8.00. Write me.

L. M. BARRETT, Morristown, Tenn.

SPECIALIZING ON

WYANDOTTES

FOR SALE—A SNAP. Three cockerels, 20 two-year-old hens, White Plymouth Rocks, from stock costing from \$5.00 to \$25.00 a head. WRITE NOW.

J. G. ROBBINS, Mayfield, Ky.

S. C. R. I. REDS and BARRED ROCKS

Best stock, strong, vigorous, farm-raised Eggs, \$1.50 per 15.

Indian Runner Duck eggs, \$1.00 per setting.

A. S. BELL, Route 13, Knoxville, Tenn.

FOGG'S

S. C. WHITE LEGHORNS

Are bred for

SHOW QUALITY AND HEAVY LAYING

Get our special summer prices on breeders, young birds, eggs for hatching and baby chicks. Write now about your wants.

N. V. FOGG, Box A, Mt. Sterling, Ky.

WHITE ROCKS S. C. White LEGHORNS

Prize winners at all the leading shows. WHITE ROCK eggs, \$3.00 for 15; S. C. W. LEGHORN eggs, \$2.00 for 15.

Wm. H. Burch, Box 850-H, Charleston, S. C.



Twice Told Tales

The present value of poultry and poultry products in the United States is given by the last census report as \$700,000,000, and this does not include the poultry of towns and suburbs. The total would perhaps run up to more than one billion dollars annually.

The rich may some day make trusts of all other things on earth, but they can never make a trust of the poultry industries. This will always be one line of business in which the individual can get in and stay in without competition or opposition.—American Stock Keeper.

Meat scraps from the house should never be allowed to go to waste. The poultry need meat foods and most housewives have some scraps of meat that are usually thrown away. A good plan is to have a pail or some other receptacle in the kitchen into which such scraps should be thrown. Once or twice a day the person who feeds the fowls should gather this material and mix it with the ground feeds that are being used for the chickens.—Woman's National Weekly.

After the canker has been removed, apply chlorate of potash, powdered fine, to sores with a quill or straw, or simply sprinkle it thereon. Canker is a mild form of diphtheria, or, as it is called, diphtheria roup, and is not to be trifled with, for if neglected it becomes very contagious and will infect the entire flock.—Poultry Topics.

When the chicks begin to get large it often happens that the mother hen is greedy and the young do not get enough to eat, as much of the food may be trampled in the dirt. Her maternal love is waning and she takes a base advantage of her strength. Better feed them separately if they seem unduly voracious after being fed.—Farm Journal.

You will be interested in our special Breeders Card proposition. Send for it today.



Langford's Best Red Eggs

Now at \$5.00 per 15. Breeders for sale at half their value. Place your order for young stock for fall delivery. 500 young Reds growing for you. Catalogue free.

FRANK LANGFORD, R. 10, Nashville, Tenn.

Cooper's R. I. REDS

SINGLE COMB

Are always there with the Goods—Eggs or ribbons.

SAM M. COOPER : Fountain City, Tenn.

RIVERVIEW FARM

S. C. W. LEGHORNS

A few choice Cockerels for sale. Address orders to

G. C. McBEE, Prop'r
STRAW PLAINS, TENN.

Tompkin's S. C. Reds

Young stock after September 1st

JOHN W. BROWN : Thorn Grove, Tenn.

P. O. Knoxville, Tenn., No. 15

EGG LABELS

Printed same day order is received. Get samples and prices.

S. B. NEWMAN & CO.
KNOXVILLE, TENN.

White ORPINGTONS

(JACKSON STRAIN)

Eggs and Stock for Sale.

HARRY CALLICOTT, Coldwater, Miss.

EGGS! EGGS!! EGGS!!!

FROM ROYAL BLUE BARRED ROCKS

Six pens mated to produce winners. Eggs from prize winners, half price balance of season, \$2.50 per 15 eggs. Write for catalog.

BLYTHE BROS., Box B, Frankfort, Ky.

MOTTLED ANCONAS

First pen at Atlanta (only 1 entry); first pen, first cockerel, 1st pullet, at Chattanooga. Every first at Bowling Green.

BUFF ORPINGTON DUCKS

first young duck at Atlanta (1 entry) and four firsts at Chattanooga. All our birds are bred to win. Eggs in season. COPPERAS FALLS FARM, Tullahoma, Tenn.

S. C. Brown Leghorns Columbian Wyandottes

Prize winners, wonderful layers and beautiful plumage. Stock and eggs, prices reasonable. Send for mating list.

STURTEVANT BROS., Box H, Kushla, Ala.

THE INDUSTRIOUS HEN

Vol. 9

Knoxville, Tenn., August, 1912

(Whole No. 99) No. 3

Ancient and Modern Poultry Farms of Italy

By L. B. AUDIGIER, Second Vice-President American Poultry Association



FLORENCE, Italy, July 1, 1912.—The ideas that some people have of subjects in different parts of the country vary quite as much as does the climate. As intimated in my preceding letters, I was very much disappointed at not finding in Italy great progress in poultry culture. I was told in Rome that I would find some poultry plants in the Campagna. My informants were in earnest. Their idea of a poultry farm as they knew it here, and mine as I knew it in America, were quite different. Still, there are "poultry farms" all over Italy. But my! how I recognize the wonderful natural advantages that exist here, if the people could be made to see them. Their one idea is that a very large acreage is necessary. That the way to raise chickens is to turn them out to graze; allow them to nest and roost where they will; to pick up the eggs scattered everywhere; feed good and bad together; kill a cockerel or a pullet, and market eggs when it is convenient to go to the city.

I visited a pretentious plant near Rome where I found over 600 chickens in a yard 100 x 300 feet, with a square house about 12 x 14 feet, and not over one dozen nest boxes. With the exception of an old tin roof propped up "A" fashion, not a particle of shade was to be had, except on the shady side of the aforesaid roosting and laying pen. I found hens quarreling over the nests, several eggs on the ground, three or four broodies; cripples, cockerels, cocks, hens and pullets all shying around, hunting shade in a treeless yard with not enough water for a dozen fowls. The greatest number of the chickens was the great unclassified, indiscriminate Mediterranean breed, with now and then a cock of the Brahma and Langshan type, the proprietor telling me with much pride that he had paid \$25.00 for a Buff Orpington cockerel three years ago with which to improve his stock. A little of the French and English blood he thought would be a good thing. He was quite interested when I suggested improvements that I thought could be made, such as keeping pure-bred stock, giving them plenty of shade and water, a nice clean place in which to lay and roost, culling out many of the male birds, and cripples, separating the broodies from the layers and then finding out the ones that laid and the ones that didn't. For the number of fowls he was feeding the percentage of eggs received of course, under the circumstances, was very small, and the price received for the eggs was not to be compared with what could be had under improved conditions.

This farm had been referred to by many as where a great many chickens were raised, and one who sold much poultry and eggs on the market, and while this picture is not overdrawn, and the statements are actual facts, I doubt not that many of my readers in America know of similar conditions existing at home. I was so surprised to find them in Italy, as one of our greatest classes came from here, and the climatic conditions and general surroundings are so favorable to a perfect poultry state that I cannot become reconciled to seeing such valuable opportunities go to waste.

Around Rome I found no poultry organization, no poultry journals and no interest whatever shown, except in the Agricultural Department, where it is believed some steps will be taken to teach the science of poultry culture to those who apply. The subject is in good hands under

the Minister of Agriculture and his able Secretary, Dott. Vittorino Vezzani, and some day I expect Italy to be the poultry yard of all Europe.

I thought to find some improvements as I came further north, and when I reached Florence, the beautiful city of bridges and bright blue skies, I really expected to feast my eyes on some up-to-date poultry plant.

As I am making these poultry investigations for my own information and pleasure, and for the interest and value they may be to my friends in America and elsewhere, on my own time and expense, I did not go the first day I arrived to see chickens, but rather enjoyed some of the beauties of this wonderful old city. As many of my readers know, Florence is situated on both sides of the River Arno, in a valley whose hillsides reaching in every direction lead to the crest of green-clad mountains that encircle the city as the arms of a loving mother around her beautiful daughter. Florence has long been known as the City of Flowers. The beauty of her sky, the mildness of her climate, the magnificence of her surroundings, her gorgeous sunsets, her artistic monuments, her palatial palaces, priceless art treasures in galleries and museums, her glorified churches and cloisters illustrating with their pictures, marbles and historical memories the centuries that have passed, all conspire to make this one of the most charming spots in all Europe, admired by Italians and foreigners who come to study art and enjoy her beauty. A most beautiful view of the city may be had from the very ancient little town of Fiesole, several hundred feet upon the mountain side. From recent excavations and historical research the foundation of the city is traced back to 200 years B. C., and was founded by the inhabitants of Fiesole. From San Miniato, on the opposite side of the city, may be had a closer view. It reveals many of the public buildings, the Cathedral, Baptistry and the wonderful Campanile, which of themselves have made Florence famous. This Cathedral was built between 1285 and 1388. The body of the church is in the form of a Latin cross. The facade, however, is modern, King Victor Emmanuel II having laid the first stone in 1860, it being unveiled in 1887. The facade is very ornate, of Carrara marble, every inch of space being covered with statues, mosaics and paintings, and windows beautifully carved. The dome is considered to be one of the largest in existence, and it is said that Michael Angelo planned the dome of St. Peter's in Rome after this one, supposed to be the largest in the world. The bell tower, or Campanile, was built in 1344 by Giotto, and is 292 feet high, square built, and covered with marbles of various colors. The Baptistry is an octagonal construction of white and black marble, surmounted by a dome. It is uncertain when it was built, some say towards the end of the sixth century. It was the Cathedral before the present one was built. The three bronze doors are very interesting. They are made in many panels and represent scenes in the life of Christ. One, by Pisano, required twenty-two years of work; the two others are by Ghiberti, who died before he had completed them. The dome from the inside is covered with beautiful mosaic of an early date. In the centre on the floor, is the Zodiac in white and black marble supposed to have been the work of an astrologer. Other churches and public buildings are equally interesting, but I cannot mention them here. I saw the houses where lived Dante, Michael Angelo, Amerigo Vespucci, and Galileo. The Uffizzi and Pitti art gal-



Six hundred indiscriminate birds in one lot, 100x300 feet, with little water and no shade on the Campagna, near Rome. The feed was thrown in such a heap that it required two pictures to get one.

leries are supposed to contain the most valuable collection of paintings in the world. The Pitti was built in the fourteenth and fifteenth centuries and has remained the home of sovereigns ever since. A visit to this palace, regardless of the art gallery, gives some idea of the magnificent way in which royalty lives. The furnishings are of the most sumptuous and costly fabrics, the furniture of the most beautifully carved wood, much of it inlaid with precious stones and covered with gold leaf. Great wealth was distributed in those days to the artist and the crafts. Everything was made by hand, as it is today, and those who had money spent it freely. Much thought and attention was given to work of artistic beauty and endurance. The stability of the buildings, bridges, roads, and everything impress favorably one reared in a modern country. One of the oldest bridges in the world, the Ponte Vecchio, and the Trinity, only a few blocks apart, span the Arno, both built in the thirteenth century. The builders knew more then of arches, spans and buttresses, and the mixing of concrete than we do today. Time has already shown that the ancient concrete will endure for centuries, and only time will tell how long, in a much colder climate, the modern cement of the present day will last. Wood being very scarce, concrete is used for railroad ties, fence posts, walls, houses, etc. The streets of Florence are paved with great stone slabs, and make a very desirable surface.

I was glad to find here a well organized, large, flourishing agricultural society and every Friday the farmers come in to the weekly meetings, where they are addressed by experts, and where the discussion of subjects pertaining to their farms, crops, live stock, etc., are indulged in. As most of the land is owned by capitalists or landlords, the farmers also make their weekly reports and settlements, and plan for the coming week with the proprietors. Membership in the organization costs \$2.00 a year. This entitles one to receive the monthly farm journal, to meet in the building for consultation and the transaction of business. This organization has been in existence some twenty years, and has 2,000 members. They have a library, a co-operative bank and also a co-operative store, entirely separated from each other, but near the place of meeting. They have an annual exhibition of live stock, but no poultry. (Isn't that like America was a quarter of a century ago?)

The supply store is of importance in more respects than one. In the first place, by way of parenthesis, the peasants, or farmers, do not depend on the store for everything used on the farm, and they do not require as much as our ordinary "cropper" or renter does. They are contented to live on what they can raise, and keep out of debt. In this large store, a manager, his assistant and

bookkeeper, and two porters do the business—four men, and none of them high-priced. They carry only such necessities as improved seed and fertilizers, all of which has received the proper test and endorsement as to their purity and value. Farm implements and machinery, like plows, hoes, spades, etc., wine and oil presses, cement, sulphur and copperas for spraying grapes, are carried in stock. I saw only one American firm represented. I am told that a saving of about 20 per cent is the result of this corporation.

The large square, known as Piazza Signoria, flanked on four sides by business houses, palaces and art galleries, presents a busy scene on farmers' day. Thousands of them fill this opening and discuss farm topics, tell stories, etc. They are a most orderly and appreciative people, and many of them gather at the feet of statues that have stood in the Loggia of the Lanzi for five hundred years and admire their beauty and the perfection of the art. Historical sculpture and paintings are seen everywhere. The government furnishes music in many of the public places, and Italians are reared in an atmosphere of art, and are by nature lovers of the beautiful. While wine is the national drink, and wine shops are as numerous as the sculpture, they are very light drinkers, and seldom indeed does one ever see the effects of too much wine. Wine is taken with their meals, and if they may have a bottle of wine and a plate of macaroni they will be happy all day. I also observe that very little tobacco is used—little smoking and no chewing. Long, black, cheap, cat-tail cigars are smoked by only a few, rich and poor alike. Only the American, who is used to buying expensive cigars, burns up money to satisfy his appetite.

I was determined to find a poultry plant in Florence. I knew there must be at least two here, because everywhere I made inquiries I was told of the large plants of Grille Bros. and Sig. Pochini. I heard of them in Rome. As said before there is a great deal of difference in the way you look at things and through whose eyes you see them. Grille Bros. have a bird store where canaries, cockatoos and parrots, alive or stuffed, may be bought. At the farm I saw pens of White and Black Leghorns, the Crevecoeur, the Houdan, Ancona, Cochin China, Black Langshan, Light Brahma, Plymouth Rocks and Hamburg. These birds were kept only for supplying eggs for hatching, and orders were filled from the store.

I next went to the plant of Sig. Luigi Pochini. He issues a beautiful catalogue, and also publishes a book on "Practical Poultry Culture." He manufactures an incubator that has the principles of the machine—looks like it would hatch eggs—but I failed to learn where he expected to sell them now in Italy. He had no birds on his place, but said that he gave adult birds to the peasants, who

raised them and sold them back to him, and he in turn sold them through his catalogue, "Poultry, Birds and Dogs." The catalogue shows a general line of everything that one would desire in the feather and hair line—from dogs, chickens, pigeons and cats to handgrinding machines, feed boxes, bird-cage hangers, etc.

My next venture was a few miles from Florence, near the Villa Castello. After riding to the end of the car line, I walked through the scorching rays of an Italian June sun one mile to the villa of a German woman, Mme. Tenuta Koerting. I was directed to a large wrought iron gate by the barking of chained dogs and the crowing of cocks. Here I found the foundation principles for a first-class Americanized poultry plant on a moderate scale. The lady owns some forty or fifty acres of good, rich land, which is surrounded by an eight-foot stone wall, well laid out and planted in bearing fruit trees. Between the rows of trees, which are some thirty feet apart, her wheat crop, as fine as I ever saw, was ready for the harvest. In another part of the place, adjoining her poultry yard, she had not forgotten to plant young fruit trees, and small fruit, and on a little further rye and barley. Her yards are evenly divided into runs with up-to-date poultry wire. Her houses are modern, large, airy and clean. She has separate runs for her small chicks and plenty of straw and chaff for them to scratch in. She has as her "poultryman" a young German woman, who keeps everything in order, clean and well ventilated. Her houses for separating young and old birds, cockerels for the market, setting boxes, etc., are models of convenience. She was running a number of trap-nests quite successfully, but was not satisfied with the results of her half-dozen incubators. After examining them for her and locating the trouble, she felt that in future she could get a better hatch than heretofore. Her trouble was too little and irregular heat and no moisture. Her birds were of one variety, the Salmon Faverolles, penned ten females to one male. Three sides of her houses were built of concrete, one of wire, ceiled inside and covered with rubberoid. It makes a warm house in winter and cool in summer. She has also a fattening room, where her birds are prepared for the market by the stuffing process. She prepares a mash of three parts ground barley and one of wheat, mixed thin with buttermilk. About two weeks with this fattening machine and diet, her birds bring double the price they would if marketed in the ordinary way. The birds are dressed and delivered the year round to regular customers, and her present small plant cannot supply the demand.

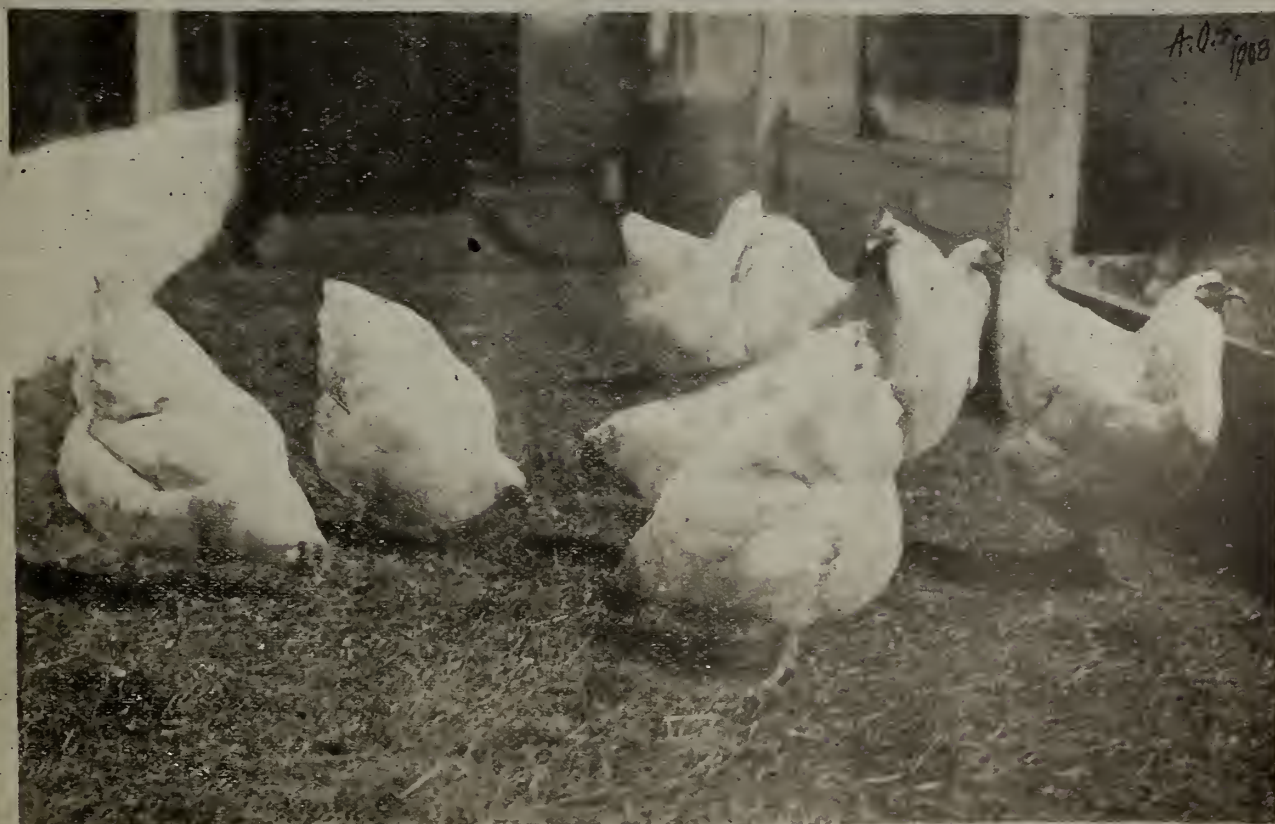
Here is the foundation for an ideal plant on a scale large enough that wonderful results may be obtained, and money made from the investment. It is the only one I have seen in Italy and deserves to be patterned after by those who would make a success of the poultry business. Mme. Koerting is a sensible, business woman, raising her own birds and at least a part of her feed. She has laid off her grounds admirably and built her houses substantially. She has one breed only, keeps the pens well mated, and trap-nests her layers. She has an ideal brooding house, besides roosting houses, grassy, shady runs and well watered. Her incubators and incubator house are fine examples of her business sagacity, and I congratulated her on her first year's effort. Her only trouble seems to be rats. Dogs and cats for the rats catch the young chickens also. I have raised puppies and kittens with young chickens, all eating out of the same plate, and when thus brought up they never bother the chickens, but go after rats. Traps are good, and there is also a Pasteur poison which is said to be effective.

The Droppings as an Indication of Health

The condition of the droppings furnish a good indication of the hen's health. They should be of sufficient consistency to hold their shape, but should not be too solid. In color they should be dark, tapering off into grayish white. If the droppings are soft or pasty and of a yellowish or brownish color, it indicates too much carbohydrates or a lack of meat. If, on the other hand, the droppings are watery and dark with red splashes of mucus in them, it indicates too much meat. A greenish, watery diarrhea usually indicates insanitary conditions, either in the surroundings, the feed, or the water.

Number of Females to One Male

Of the light, active breeds, such as the Leghorns and Minorcas, 1 male will be sufficient for a pen of 12 to 15 females under ordinary conditions. In the case of the medium-sized fowls, such as the Plymouth Rocks and Wyandottes, 1 male should be provided for every 10 or 12 females. With the heaviest breeds, like the Brahmas and Cochins, 1 male should not be mated with more than 10 females. Where 20 or 30 females are kept in one flock no better means of securing fertile eggs is known than to keep 2 male birds, allowing one of them to run with the hens one day and the other the next day, having a coop or extra pen in which to keep the one not with hens.



ONE OF THE BREEDING PENS, CRYSTAL WHITE ORPINGTONS BRED & OWNED BY KELLERSTRASS FARM KANSAS CITY MO.

Description and Habits of the Chicken Mite

Pernicious Ravages of this Blood-thirsty Pest Cause of Great Loss to Poultrymen.—Best Remedies are Cleanliness, Sunlight and Spraying with Disinfectants



THE worst external parasite of poultry against which the poultryman and farmer have to contend is the "common chicken mite" or "red chicken mite" (*Dermanyssus gallinae*, Redi). There are other species of mites which attack poultry, but they do much less damage. This bloodthirsty pest causes great loss to the poultry industry of the country by killing adult fowls and chicks and cutting down egg production. It not only attacks poultry but horses and even man as well.

Symptoms of Mite Infestation.

Hens which are attacked by mites cease laying, become poor in flesh, dumpish, and listless in action. The feathers roughen and drop out. The head and comb become pale and the bird presents a sickly appearance. These symptoms are caused by the irritation and loss of blood due to nightly visits of hordes of these hungry parasites. It seems hardly believable that fowls could be killed by such small pests, but they are so many in numbers that their total capacity for blood is enormous. Their ravages are most pernicious on sitting hens, as here they may have access to their host at all times, causing a rapid loss of blood. Attacks upon sitting hens often result in the hen leaving her nest or in her death, spoiling the hatch in either case. Even if the hen does withstand the ravages of the mite, the newly hatched chicks are attacked as soon as they emerge from the shell and are often killed in a short time.

Description of the Mite.

The adult common chicken mite is elliptical and somewhat flattened in shape. The adult varies from 1-25 to 1-20 of an inch in length and is plainly visible to the naked eye. It is grayish in color, with darker spots except after feeding, when it assumes a reddish appearance due to the blood which it has sucked from its host. It is while gorged with blood that it is known as the red mite. It has eight rather slender, tapering legs by which it can move rapidly. It has sharp needle-like mandibles which it inserts into the flesh to obtain blood. In having sucking mouth parts the mite is greatly different from the poultry louse, which has biting mouth parts and cannot suck blood.

Habits of the Mite.

Unlike the louse the mite does not live on the birds at all times, except in extreme cases of infestation, but lives and breeds in cracks, crevices and corners of the roosts, building, nests, and elsewhere about the poultry house. It generally attacks the fowl when upon the roost or nest. Therefore, an examination of the body of the bird would not always discover the pest. They may be discovered, if present, by a careful examination of the cracks in the roosts, nests, and walls of the building, lifting up the roosts and bottoms of nests, where they will be found gathered in patches which have the appearance of grayish or reddish brown, powdery deposits. These patches are composed of adult mites, young mites, eggs, cast off skins, excreta and filth. The patches are gray or reddish in cast depending upon the amount of blood in each mite. It requires a very careful examination to discover mite patches when there are but few mites present, as they are hidden away from the light, but in cases where they have been allowed to multiply freely the patches may increase in size and spread over the exposed surfaces of the walls, roosts and nests. In some instances of extreme infestation, it is actually possible to gather them up by the spoonful.

Life History.

The adult female mite lays her eggs, which are elliptical in shape and about 1-100 of an inch in length, in the cracks and crevices of the roosts, walls, nests, or boxes, usually where there is some manure or other filth. Under favorable conditions the eggs will hatch in a few days. When hatched the young mites are white, oval in shape, and have but six legs. They feed for a few days upon filth, but attack fowls when older. Every few days the young mite molts or sheds its skin and increases in size, becoming full grown in about ten days from birth.

Remedies.

The best remedies for mites are cleanliness, sunlight, and spraying with disinfecting solutions. The poultry house and fittings should be so built as to be easily cleaned. The walls should be smooth and as free from cracks as possible. Nests, roosts, and dropping boards should be easily removable to allow spraying of their entire surface and the walls beneath them.

There are several preparations for the eradication of mites of which four good ones are given below:

Cresol Soap. Shave or chop one ten-cent cake of laundry soap into one pint of soft water. Heat or allow to stand until a soap paste is formed. Stir in one pound of commercial cresol and heat or allow to stand until soap paste is dissolved. Stir in one gallon of kerosene. For use dilute with 50 parts of water, which will make a milky colored liquid.

Commercial cresol is a coal tar by-product and may be obtained from the druggist at about 30 cents per pound. Care should be taken not to get any of it upon the hands or face as it will cause intense smarting.

Kerosene Emulsion. Shave or chop one-half pound of hard soap, add to a gallon of soft water, place on a fire and bring to a boil to dissolve the soap. Remove from the fire and stir in while hot two gallons of kerosene. This makes a thick, creamy emulsion which may be kept as a stock solution. For use dilute with 10 parts of soft water. It is better to apply it hot if possible.

Kerosene and Flake Naphthalene. Dissolve in two gallons of kerosene all of the flake naphthalene it will take. Apply without dilution. Flake naphthalene is a petroleum by-product in the form of white flakes. It is the basis of moth balls and has the same penetrating gasoline odor. It may be obtained from the druggist at a cost of from 8 to 15 cents per pound, depending upon the amount purchased.

Kerosene and Carbolic Acid. Add 1 part of crude carbolic acid to 3 parts of kerosene. Apply without dilution and keep stirred while applying. Crude carbolic acid is preferred to the better grades because of its containing other coal tar compounds in addition to phenol.

Of these preparations probably the best is the cresol soap solution as it is readily prepared, cheap, efficient, and easily applied. It is used at this station in preference to all other similar preparations.

Any of the commonly advertised coal tar stock dips may also be used with satisfactory results. They may be diluted with 50 parts of water.

These mixtures may be applied with a large brush or with a spraying machine. A good spraying machine is quicker and more efficient than a brush. Great care must be taken to fill thoroughly every crevice in the walls, perches and nests with the liquid. Any of these mixtures will kill every mite with which it comes in contact, but it is impossible to get all of them with one spraying. Two thorough sprayings should be made on the first day. The next day a careful examination should be made and if any mites can be found alive the house should be thoroughly treated again. Although these solutions will kill the adult mites, it is not likely that they will reach the mite eggs and prevent them from hatching. The houses should, therefore, be thoroughly sprayed twice again at intervals of one week. This will catch any mites that have hatched out from eggs laid previous to the first sprayings.

Before sitting hens are placed upon eggs for hatching the nest should be thoroughly saturated with some one of these preparations to kill any mites that may be present and to forestall immediate infestation. A teaspoonful of the undiluted cresol soap solution placed beneath the straw in the hollows of the nests will keep them free from lice as well as mites but it should not come in contact with the eggs.

Extreme care should be taken that none of these mixtures come in contact with eggs that are to be sold for table purposes, as they will be spoiled in taste. Customers who obtained some eggs from the station flock, which had been sprayed with cresol soap solution, complained that the eggs tasted of carbolic acid.—Press Bulletin No. 19, Iowa State College Experiment Station.

Interesting Points on Advertising

By Samuel F. DePoy, Columbia City, Indiana



WHAT IS Advertising? Webster says, "It is publishing notice or giving information." While this is true, how much more is modern advertising! The successful advertising of today must do more than publish notice; it must draw the attention of the reader and create an interest for the thing advertised sufficient to land the order. A great deal of the material found in advertisements to-day is not advertising; it is only copy. It has a tendency to throw off attention and interest instead of drawing them to it. It is too much of the "publishing notice" kind of copy to be profitable to the advertiser.

Most all advertising that does not pay is either made up of very poor copy or lacks a systematic follow-up system. One is about as bad as the other, but when we find both together we can depend upon the money so spent as wasted. Many poultry advertisers do not know good copy from poor, and many others have no follow-up systems whatever. They buy space at a high price, furnish some very poor copy, and then fold their arms and wait for results. If these results are unsatisfactory, and they always are, the paper carrying such advertisements receives all the blame. How well the publishers know these facts, although they dare not say much about them.

Why do such conditions exist? The only reason is because poultry breeders, as a class, do not study advertising as they should. None of them will attempt to conduct a law suit if they have not studied law; none without a medical education will attempt to make a diagnosis of a dangerous disease or prescribe a remedy; but nearly all will attempt to conduct an advertising campaign whether knowing anything about advertising or not. Some, it is true, succeed; but where one succeeds more than a score fail.

We sometimes read of the great successes made by advertising. When studying these we find nearly all have been carefully planned by some advertising man and the plan executed with as much system as is employed in the operation of any of our great railroads. Of course, some of our foremost poultrymen of today are doing their own advertising. They are doing it successfully because they have studied and mastered the science and art, the theory and practice of modern trade getting.

When I hear an advertiser say that he is getting no inquiries from his ad. in a paper with a fair circulation, I put him down at once as a weak copy man. If he receives plenty of replies but makes few sales I lay the trouble at once to his follow-up system. One or the other must be at fault.

When you pay \$25.00 or \$50.00 for white space in any publication, you must regard it as only the rental for the ground. The bountifulness of the crop all depends upon the quality of seed sown and the kind and amount of cultivation used to bring the crop to maturity. If a farmer should rent a field for \$50.00 and should not have the proper quality of seed to plant in it to insure a good crop, he would surely get some elsewhere. The same applies to advertising. It would be better for some advertisers to spend \$25.00 for space and \$25.00 for good copy to run in it than to spend \$50.00 for space and fill it with "home-made" copy that will produce no results.

What I have just said may have a tendency to discourage some beginner in advertising. I do not want such to be the case. I only want to point out some of the stumbling blocks that will be found in the pathway. If I should tell you that advertising was an easy thing you would know at once that it was untrue. To tell the truth, modern advertising is a big problem. Again, if I were to tell you that raising poultry was an easy thing that can be successfully carried on while lying on our flowery beds of ease, you would put me down at once as an untruthful man, because you know better. I may as well tell you one as the other. Each has its ups and downs; its pleasures and its pitfalls; its advantages and its disadvantages; and the only way to accomplish anything worth while in either is to grasp every opportunity that leads us a step nearer to our goal.

When you have an opportunity to study advertising make the most of that opportunity. Study the advertising of such men as U. R. Fishel, E. B. Thompson, A. C. Hawkins, J. C. Fishel, Wm. Cook & Sons, Kellerstrass, and others. Try to find the reason for their success in their advertising. When you find this reason adopt it and apply it to your own individual business. You may not be able to work out the details the same as they have done, but that makes no difference. The principle which they use in advertising is correct and if you use the same principle you can not help but arrive at the same result.

There are a great many factors which make up the whole of advertising. Some of them are: honesty, continuity, confidence, style, acquaintanceship and association. They are the threads that make up the great business fabric and must be thoroughly understood and carefully handled to insure success in any business venture. Permit me to say, however, that the more we learn of every factor entering into a publicity campaign the better prepared we will be to conduct that campaign to a successful finish.

Management of Hens for Egg Production

By G. ARTHUR BELL, Assistant Animal Husbandman, Bureau of Animal Industry, U. S. Department of Agriculture.—Farmers Bulletin 287



THE PROBLEM of feeding is one of great importance, and should be carefully considered, for on it depends to a large extent not only the general health of the birds, but also the economy which promotes success. It is a subject, however, which should be studied with a large amount of common sense, for there are no hard and fast rules which can be laid down as applying to every case. The price of feeds and the general environment should be considered in determining the right rations.

For the largest profit a good proportion of the eggs should be secured during the winter. If two extra eggs per week can be obtained from each hen a good profit will be made, while if the product is increased by only one egg per week in winter, this one egg will pay for all the feed the hen eats. To obtain this greater production, not only should the fowls be young and of a good laying breed, but the feeder should have a full knowledge of the proper feed and its preparation.

The nutriment in the feed of laying hens serves a twofold purpose—to repair waste and furnish heat to the body and to supply the egg-making materials. As only the surplus over what is needed for the body is available for egg production, the proper feeds should be fed in sufficient quantities to induce this production.

In supplying feed to fowls there are three kinds of constituents which should be present in certain fairly well fixed proportions if the desired results are to be obtained most economically. These constituents are mineral, nitrogenous, and carbonaceous, all of which are contained in corn, wheat, oats, and barley, but not in the right proportions to give the greatest egg yield. In addition some animal feed and green feed should be supplied.

In feeding poultry a valuable lesson may be learned from nature. In the spring the production of eggs on the farm is an easy matter. Fowls which are at liberty to roam find an abundance of green and animal feed on their range, which with grain furnishes a perfect ration for laying hens. In addition to this they get plenty of exercise and fresh air. So far as lies within his power, then, the feeder should aim to make the winter conditions springlike.

SYSTEMS OF FEEDING.

There are two systems in use for the feeding of fowls, in one of which all the feed is given dry and in the other of which one or more of the daily feeds consists of a moistened mash. For convenience they may be termed the "dry-feed" and the "mash" systems, although in the dry-feed system a dry mash is often fed. Dry feeding is used by many where it is not convenient to make and feed a moistened mash. The greatest advantages to be derived from the dry system are the saving of labor and the lessened danger of bowel trouble resulting from sloppy or soured mashes.

Dry Feeding.—In the dry-feed system for laying hens, as successfully practiced on a New York poultry farm, the whole grains fed are as follows, in the proportions indicated:

- 200 pounds cracked corn.
- 360 pounds wheat.
- 130 pounds oats.

This mixture is scattered in the litter early in the morning and again at about 11:30 a. m., and this induces abundant exercise.

A hopper containing a dry mash is hung against the wall. The mash is made up of the following ingredients, in the proportions indicated (by measure):

- 32 parts corn meal.
- 30 parts meat (animal) meal.
- 30 parts ground alfalfa.
- 2 parts oyster shell.
- 1 part grit.
- 1 part charcoal.

The hopper containing this mash is opened about an hour after the noon feed of grain, or about 12:30 p. m.,

and the fowls have access to it for the remainder of the day.

Of all grain feeds that are usually supplied to farm poultry, corn has been and still is the most popular, which is probably due to its abundance and relative cheapness, and because it is the most relished of all the grains. Corn is heating and fattening, and when fed to closely confined fowls in large quantities fat rather than eggs is the usual result, and it should be balanced with meat, bone, linseed, gluten, and such feeds as are rich in nitrogenous matter, for corn is deficient in this constituent. When corn is fed to laying hens that have opportunity to take plenty of exercise and to secure insects and green feed, much more satisfactory results are likely to be obtained than when it is fed to the same fowls closely confined. It may be fed quite largely in the cold climates during winter, but should be fed sparingly during summer.

Wheat is generally considered the safest grain to be fed alone. It is not quite so fattening as corn, still is too fattening when fed alone. This grain should be supplemented by some meat feed or skimmed milk to increase the proportion of protein. Wheat contains more protein than corn, about the same amount of carbohydrates, but less fat, and on the whole is considered not so valuable for fattening, but better for growth. Wheat screenings, if they are of a good grade, can frequently be purchased and fed to advantage. Of course there is always the danger of introducing weed seed on the farm. "Burnt wheat" can seldom be fed advantageously, the difference in price between this and good wheat being usually too slight to warrant one in feeding it.

Oats are often fed for variety, but are not well liked unless hulled, the hulls being tough and rather indigestible. Hulled oats, on the other hand, are relished by poultry and are excellent for producing eggs. When they can be obtained at a reasonable price in comparison with other grains they may be fed quite largely.

Barley does not seem to be greatly relished by hens, but may be used to give variety to the grain ration. It has a little more protein than corn and a little less than oats.

Buckwheat is quite well liked by fowls, but is not very widely fed. It may be fed to vary the ration. Buckwheat middlings are rich in protein and make a good mixture with corn meal.

Rye is not fed largely, and does not seem to be much relished by poultry. It is supposed to cause bowel trouble when fed freely.

Mash Feeding.—It is the practice of a large percentage of the most successful poultrymen to feed a part of the daily grain ration ground. Most of them feed the ground grain moistened with either milk or water, although some feed it dry. A fowl's gizzard is capable of grinding all kinds of grain, but it is generally considered to be more economical to have a part of the grinding done by steam or water power. The soft-feed idea, however, must not be overworked. A beginner often reasons that it is cheaper for the miller than for the fowl to grind the grain; but the powerful muscles of the gizzard are there to be used, and experience has shown that the balance of power of functions in the fowl's economy make the vigorous exercise of the gizzard beneficial. When feeding moistened ground feed have it a comparatively dry, crumbly mash, and not a thin slop. Give what they will eat readily in 15 or 20 minutes.

Poultrymen do not agree as to the time of day when the soft feed should be fed. Some assert that it should be fed in the morning, others at noon, and still others at night. The greater proportion give the ground feed in the morning, a large number at night, and a few at noon. The number who feed at noon, however, is becoming larger. Those who give the soft feed in the morning reason that the fowls which have been on the perches during the night have largely digested the feed consumed the day before, and consequently have comparatively empty crops and digestive organs, and in order that the morning meal may be easily and quickly digested the fowls should be fed only ground and moistened feed. Other careful feed-

ers state that if a moistened mash is fed in the morning the hen is likely to become gorged with feed early in the morning and take to the roost for the remainder of the day. It is probably more important that a part of the grain should be ground than that it should be fed at any particular time of day. In an experiment in West Virginia the egg production was practically the same whether mash was fed in the morning or at night.

The following are given as sample mashes:

100 pounds corn meal.
150 pounds ground oats
150 pounds wheat bran.
30 pounds linseed meal.
30 pounds beef scraps.

100 pounds wheat bran.
100 pounds ground corn.
100 pounds ground oats.
100 pounds ground barley.

100 pounds corn meal.
100 pounds ground oats.
100 pounds wheat bran.

100 pounds wheat bran.
100 pounds corn meal.
75 pounds wheat middlings.
75 pounds cut clover or alfalfa.

MISCELLANEOUS FEEDS.

Animal feed.—Chickens eat a large amount of animal matter in the form of insects, worms, and other low forms of animal life when allowed to range at will. If the poultry keeper is to get the best results from his fowls in winter he must furnish a substitute for this class of feed. For this purpose green cut bone, meat scraps, and animal meal may be used. Green cut bone is usually fed by itself, while the scraps and meal may be readily mixed with the mash. Cut bone consists of green or fresh bone sliced or shaved into thin pieces by a bone-cutter. Bones fresh from the butcher have more or less meat adhering, and the more of such meat the better, for the combination of bone and meat is excellent for producing eggs. Where a good supply of fresh bone can be obtained regularly it is very useful, but it can not be kept sweet for such long periods as the beef scraps and animal meal. Green cut bone should be fed carefully and in a sweet condition, otherwise bowel trouble may result. One pound a day is sufficient for 20 hens, but not over one-half pound should be fed to that number when first beginning to feed it. From one-half to three-fourths pound of animal meal or meat scraps may be fed to 12 or 15 hens. Any form of meat is likely to loosen the bowels of the hen when first fed, and the hens should be watched carefully and not fed too much. After the fowls have become accustomed to the animal meal or meat scraps it may be kept constantly before them.

Green feed.—If the best results are to be obtained with poultry they must be furnished with a plentiful supply of green feed. Where fowls have unlimited range on a farm they will secure green feed during the spring, but during the winter it must be supplied for them. The question of how to supply the best feed at the least cost is one that each poultry keeper must decide largely for himself. It will probably make but little difference what kind of green feed is supplied provided it is relished by the fowls. Cabbages, turnips, beets, potatoes, etc., are suitable for this purpose. The larger roots and the cabbages may be suspended by means of a wire or string, or they may be placed on the floor, in which case it would be well to split the turnips or beets lengthwise with a large knife. Potatoes and turnips should be fed cooked. The mangel is an excellent root for feeding raw. Cut clover soaked in boiling water fed alone or with the mash is good. Clover meal and ground alfalfa make very good feeds for this purpose. Where the fowls are yarded and not enough green feed is furnished by the yards, a small patch of clover, alfalfa, or rape may be sown. Any one of these, if frequently mowed, will furnish a great quantity of green feed in a form which is relished by the fowls. Canada field peas may also be sown for this purpose, and when fed in a tender, crisp condition are eaten readily. Rye is a good crop for late fall and early spring, for it will germinate and grow in very cold weather and will live through the winter. As a general thing, fowls should have once a day about all the green feed they will eat.

Hay.—Clover hay may be fed economically to laying hens and may be prepared as follows: Cut into as short

lengths as possible (one-fourth to one-half inch) and place in a bucket. Then pour boiling water over it and allow to stand for two or three hours or over night. When ready to feed, drain off the water and mix the hay with the mash. The hay may constitute about one-half the bulk of the feed, although the exact proportion is immaterial. Clover hay is best, but any kind is valuable. The feeder must be careful not to give too much bulky feed, for the hen, having a small crop, can not make use of as large an amount of it as the cow and other ruminants can.

Water.—Plenty of fresh water should always be accessible to the hens. If supplied irregularly they are likely to drink too much at a time. It should not be exposed to the sun's rays in summer or be allowed to freeze in winter if this can be avoided. In very frosty weather it is often worth while to give them slightly warmed water two or three times a day rather than permit them to drink water at the freezing point. A flock of 50 hens in good laying condition will require 4 to 6 quarts of water a day.

Milk.—When properly fed, milk makes an excellent feed for poultry. In feeding sour milk or buttermilk, however, the feeder must exercise care not to give too much or bowel trouble will likely result. Skimmed milk is an economical feed. In skimming, the most valuable food constituents—the nitrogenous substances—are left in the skimmed milk. Not only does this skimmed milk contain much nutritive material, but it contains it in a form which, as a rule, is easily digested. Skimmed milk may often be advantageously substituted in part for meat. Milk may be used in mixing the soft feed, or it may be given the fowls to drink in addition to water.

GRIT AND OTHER SUBSTANCES.

Grit.—Grit is essential to the health of fowls and to economy in feeding. Grit takes the place of teeth in preparing the feed for further digestion and is required for the proper preparation of feed in the gizzard. When the feed is not properly taken care of in this organ an undue strain is thrown on the fowl's system, often resulting in disease, and also allowing much of the nutriment to pass through the bird's body without being absorbed. In every pen or yard a box of grit should be kept. Recent investigators have asserted that grit is a part of the necessary feed, giving the fowls strong bones and a bright plumage.

Lime.—Ordinarily, the hen does not consume enough lime to form the shells of eggs if she is laying abundantly unless something besides the ordinary grain feeds is accessible to her. Oyster shells are very good for this purpose. A box of crushed shells may be placed before the fowls, allowing them to eat at will. Old mortar and fine gravel are also useful in supplying lime.

Charcoal.—Charcoal has a great absorptive power for gases, impurities, and acids, and thus acts as a corrective when the stomach is sour and digestion has been impaired.

METHODS OF FEEDING.

Fowls should have empty crops in the morning, and the crops should never be quite full until it is time to go to roost at night. For the first feed, grain scattered in the litter early in the morning is preferred, the sooner the better after the birds leave the roosts. This induces them to exercise, which is especially important on cold winter mornings. In the middle of the day a warm moistened mash should be given, about what they will eat within fifteen or twenty minutes, and at night, about an hour before they go to roost, a liberal feed of grain should be scattered in the litter.

Frequency of Feeding.—Some poultrymen feed their flocks twice a day, while others feed them three times a day. The best plan is to feed fowls in confinement three times a day and those having free range in summer twice a day. When there is a very long interval between feeds it is difficult to keep fowls busy which are kept in confinement. Idle fowls often contract bad habits, such as feather pulling and egg eating, besides going out of condition from lack of exercise.

In case it is not convenient to feed three times a day, the moistened mash may be fed in the morning, and at the same time the noon feed of grain may be scattered in the litter, which will keep the fowls busy a great part of the day.

For those who can not conveniently feed their fowls early in the morning a good plan is to scatter grain plentifully in the litter after the birds have gone to roost. This grain will furnish feed for the early morning.

Some poultry keepers can look after their fowls only once a day. If this is in the morning, moistened mash

may be fed, followed by throwing grain in the litter to furnish feed for the remainder of the day. If it is in the evening, before dark, a moistened mash may be given, and either after the fowls go to roost or in the morning, before daylight, grain may be scattered in the litter for eating during the day.

Amount of Feed.—It is impossible to state any exact quantity of feed that should be given to each fowl per day, as the appetites of the birds vary according to the conditions under which they are kept, the season of the year, and the kind of fowl, some being much greater eaters than others. The general rule is to keep the birds slightly hungry during the day, not giving all they will eat until just before roosting time. The birds should be handled now and then when they are on the perch, and if they are either too fleshy or too poor their rations should be modified.

In feeding grain the aim of the feeder should be to give a variety. No one kind of grain alone is best. Vari-

ty may be secured by mixing the grains or by feeding the different kinds of grain on different days. This variety is in accordance with nature. When on free range the fowls obtain a little of several different kinds of feed. Grain should not be made the sole feed, for then fat and not eggs is the usual result.

Effect of Feed on Character of Egg.—In extreme cases the flavor and the odor of the feed have been imparted to the egg. Onions have been fed in sufficient quantity to bring about this effect. Feeds of high and objectionable flavor should not be fed by those who desire to produce a first-class article. In no case should tainted feed be allowed to enter into the ration. Feed also has an influence on the color of the yolk. Corn fed exclusively will give a deep yellow or highly colored yolk, while wheat fed alone will produce a much lighter-colored yolk. A fairly high-colored yolk is usually preferred and can generally be obtained by feeding a moderate amount of corn. Plenty of green feed also enriches the color of the yolk.

Something About Ducks--Feed and Care

By E. G. WARDIN, Charlotte, North Carolina



ALTHOUGH an immense number of ducklings are hatched and fed up for table use when quite young—that is eight or ten weeks old—there are also very many that, instead of being fattened thus, are kept on hand throughout the summer, some of which may be intended to be kept for future stock purposes, others that they may be sold for stock, and still others destined for the autumn and winter table.

When ducklings are to be run on in this manner the conditions under which they should be kept should naturally differ from those considered essential in the case of ducklings fed up in the shortest possible time. There are several reasons why this should be so, but the two main ones are that to keep ducklings throughout the summer in the comparatively cramped quarters and to feed them in the same style followed in the case of the forced table ducklings would mean that not only would the constitution of the birds be ruined, but that the cost in food and labor would be much above what is necessary to obtain far better results. In the production of forced table ducklings the point is to make flesh rapidly; but to run the birds on over the summer the point to study is how to best build up the constitution, for whatever may be the purpose for which the ducklings are eventually destined the possession of a sound constitution is necessary.

Whenever possible, ducklings intended to be reared should be quartered apart from those to be forced for table right from the start and given more elbow room. For preference coops should be stood upon short, dry turf, and where rats are not feared the coops may be without floor and moved daily. When moving such coops choose the middle of the day for the purpose, for then both grass and ground are at their driest, and should the grass happen to continue wet, omit moving the coops until better conditions prevail, and instead of moving sprinkle the ground under the coops with dry earth or sand. If moved about when the grass is wet there is a risk of leg weakness, and the same is also true if the coops stand too long on the same ground, unless the above precautions are taken, for it is of great importance that the birds rest on a surface that is both dry and clean. Ducklings of the class under consideration should upon no account be allowed to roost in cramped sleeping quarters, and as they grow very fast, much faster than chickens, there is a danger of the accommodation becoming too small, particularly as the birds will crowd if allowed to do so. Should over-crowding be permitted it will act detrimentally not only upon the health of the birds, but by forcing them to sleep in unnatural positions, producing permanent deformities, such as wry tails and crooked breasts.

One of the best types of houses for the purpose is of oblong shape, say 3 feet by 6 feet and 3 feet high, having the front partly wired instead of boarded, and without floor, if the right kind of turf is available. In the front of the house board up one foot each from the ground and down from the roof and fill in the intervening space with wire netting; a door should also be made so that the

interior can be gotten at handily. A small slide door can also be fitted into the front to give passage-way to the ducklings.

Housed in this manner, the birds will have plenty of fresh air, but as the season happens to be the warmer months of the year there is no danger of their suffering from the cold.

Ducklings that are being run on should be given all the length of day possible, being let out early in the morning, and shut up at dusk each night. The range should be extensive and over rich old turf if possible, for then the birds begin to pick up a lot of their sustenance without expense to the owner, and to run ducklings on without the risk of their eating their heads off it is imperative for them to forage with a fair measure of success. The exercise also of ranging helps to impart stamina to the constitution, and so is a benefit whatever may be the purpose for which the ducklings are being kept.

Given plenty of drinking water, water for sporting upon is not a necessity when the birds have free range, but should the latter be restricted, swimming water is advantageous in that it offers inducement for exercise. Until feathered running on ducklings may be fed upon the same line as ones that are being fattened, the fact of the exercise allowed preventing the birds becoming too fat. After the birds feather and until the voice breaks, four meals a day are ample, and will not be eaten by the more active breeds. Two meals may be of mash and two of hard grain, but drop the mash should the birds not relish it. After the voice breaks a feed in the morning and at night will be all that is necessary for birds with plenty of range.

The Molting Period

Where a specialty is made of producing winter eggs it is important that the hens shed their feathers early, so that the new plumage will be grown before cold weather begins. Henry Van Dreser has proposed a way by which it is possible to cause a flock of fowls to pass through the molting period early and uniformly. This method consists in withholding part of the feed for about two weeks, which stops egg production and reduces the weight of the fowls, and then feeding heavily on a ration suitable for the formation of the feathers and the general building up of the system. This method was tried at the West Virginia Experiment Station with good results. The hens molted more rapidly and with more uniformity, entering winter in better condition than similar fowls fed continually during the molting period on an egg-producing ration. Whether this method is employed or not, the fowls should receive a more nitrogenous ration than the one ordinarily fed. The addition of a little linseed meal during the molting period will aid in the production of a new coat of feathers. An increase in the amount of animal feed will also be beneficial.

Tennessee poultry breeders should ask of the Legislature an appropriation commensurate with our need. See your legislative candidates now.

Au revoir tripod! We've gone to Nashville.

Summer Care of the Farmer's Flock

By J. A. DINWIDDIE, New Market, Tenn.



THE SECRET of success in the poultry business is to keep flocks comfortable, contented, and happy. At no time of the year does the application of this secret apply with greater force than during the summer. Try to keep fowls and chicks comfortable, contented and happy all the time. If you have not already removed the windows from the poultry house do so at once. Take them out, thoroughly clean them and store away, until needed, in some place where they cannot be damaged. Give the fowls the comfort of an open-front house with an abundance of fresh air and freedom from the stifling heat of closed sleeping quarters in summer. Or better still, if you have an orchard or other convenient trees, clean, and close your poultry house and drive your chickens to the trees, first putting up long poles for them to walk upon into the trees. In this natural roost you have no lice and mites to fight, which lessens the summer's work quite a good deal.

Clean up the poultry house: The poultry houses should be thoroughly renovated. Sweep the dust and cobwebs from the ceiling and walls inside of the house. Scrape the droppings boards clean and give them and the roosts a good coat of kerosene or a liquid lice killer. Clean out the nests and burn the old nesting material. Whitewash nests inside and out and dry them in the sun. Thorough spraying of the whole interior of the house with thin white-wash applied with a compressed-air sprayer will sweeten things wonderfully. If floors are of earth, remove the top six or eight inches and replace with fresh, new sandy soil. If floors are wood or cement, scrape and sweep clean and then wash with a strong creolin solution. Allow to dry thoroughly, then cover with a few inches of sand over which straw litter may be used if desired. When you have the house clean, keep it clean.

In warm locations it is well to have a slide or opening in the north side of the poultry house, to cool off the building in extremely hot weather. The ordinarily closed type of poultry house with small bare runs, and no shade makes mighty uncomfortable quarters for fowls in hot weather. Many losses among adult fowls in the summer season are the direct result of carelessness in this matter of providing comfortable quarters. Shade is important: Shade is essential to comfort and health quite as much as is sunshine. Sunshine, combined with fresh air, is one of the best germ destroyers and preventives of disease that we have. It is cheap and effective, and for that reason it is often overlooked for other agents which are more expensive and less desirable. It is, however, possible under some conditions to have too much of a good thing. And abundant sunshine, without shade for use when needed, may cause trouble in hot weather. Fowls are often overcome by heat, and, when kept in bare unshaded runs, not infrequently suffer from sunstroke. The remedy is obvious. Provide an abundance of shade for use when desired by the birds. When the runs are small and bare they should be scraped and swept frequently to remove accumulated droppings. All runs should be spaded up often and seeded down to oats, rye or corn. Corn grown in the runs in hot weather makes rapid growth and furnishes not only fresh green food but shade as well if it is permitted to grow, besides purifying the soil. Keep the runs clean and the soil well stirred. Where it is not practicable to provide shade of trees or by growing corn, burlap or muslin sun shields should be provided.

Growing stock on range will be much more comfortable and profitable if during the summer season they have an opportunity to enjoy the shade of fruit trees and bushes, as well as that of either burlap or muslin sun shelters. Colony houses scattered through an orchard make very desirable quarters for growing chicks.

Yards or runs: The yards or runs should receive good care since foul ground is a source of disease which cannot be overlooked with safety. One reason that beginners seldom have much serious trouble, until the second or third season is because at the start the buildings and grounds are new and fresh. Apparent success at the start leads to neglect and the foul ground of the floors and runs breeds trouble. With portable houses the conditions

are almost ideal since the poultry can be moved to fresh ground whenever necessary. With permanent buildings and runs the yards should be plowed up at frequent intervals and sowed with some quick growing grain like oats or rye to sweeten them.

Fruit trees in the runs, combined with frequent stirring and working of the soil and seeding down, afford satisfactory means of purifying the soil. Where grass runs



A TYPICAL SOUTHERN BEAUTY

are used they should be plowed and resown whenever the ground shows evidence of needing sweetening. Here the poultryman will need to be observing and possess a keen sense of smell. While an offensive odor does not necessarily mean disease and death, it is a good plan to consider it a danger signal.

Supply pure water: The water supply is of great importance and should receive the careful attention of every poultry keeper. Impure drinking water is a fruitful source of disease. Provide pure, clean drinking water in clean receptacles and keep it in a sheltered place out of the sun. Renew with clean, fresh water frequently, always cleansing and rinsing the drinking vessels at least once every day. A good stiff brush is excellent for the purpose of cleaning the drinking vessels. Where running water and drip faucets can be had, furnishing a constant supply of pure fresh running water the conditions are almost ideal. Impure water should not be allowed within the reach of fowls.

It is not an uncommon sight on otherwise well kept poultry farms to find the water vessels in a filthy condition. To put clean water in a foul receptacle is labor wasted, yet we often see on poultry farms wooden tubs or unclean metal vessels containing foul, green-scummed water. Carelessness of this kind is almost certain to result in heavy losses. The drinking water should be the best obtainable, and such as we would be willing to drink ourselves, since it plays a most important part in the makeup of the fowls body and of the egg.

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AND
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Correspondence Solicited

Location of Permanent Home for A. P. A.

VERY cordial expressions have been received from members of the American Poultry Association concerning the position taken by this magazine in its July issue, regarding the location of the proposed permanent headquarters of the Association. We have been asked to give a fuller expression of our views, and to this end shall quote, without credit, from letters received during the past few weeks from members who believe that the work should not be centralized in any city.

Many of the leading fraternal and other organizations seek headquarters elsewhere than in the cities. The reasons are numerous and obvious. First, the overhead expenses incident to the conduct of the business of the association would be double in a large city, and much work coming within the scope of the organization, as will be shown later, would of necessity be omitted. Heretofore the headquarters of the Association have not been located in the larger cities. For the past three years the work has been done at the residence of Secretary Campbell at Mansfield, Ohio. While this has taxed the capacity of the Secretary's headquarters to the utmost, and books and other articles of much value have been stored in the barn, yet in spite of this handicap, no one can raise a note of protest against the superlative service performed by Mr. Campbell. Members of the Association have received prompt service at all times, due to the fact that the Secretary has employed an efficient clerical force, and that Mansfield is located almost in the center of the American Poultry Association population, and has most splendid railroad, express, telegraph and other facilities. There are a number of smaller cities, well located on the principal lines of railroad, as well as having interurban car lines, where permanent headquarters could be established to advantage.

The only objection advanced so far to locating the "home" near one of the smaller cities, is the claim that mail and express move more rapidly from the larger centers. This claim, however, is in exact opposition to our experience covering a number of years in business and many dealings with the express companies.

In the second place, a lot in the city of Chicago, or any other large city, on which to erect a building, would cost as much, or more, than a good farm in some other location having equal advantages. The structure erected thereon would cost as much as the lot, possibly a great deal more. This would bring added responsibilities, the risk of loss by fire, heavy taxes, insurance rates, etc.; to say nothing

of the numberless details constantly arising to consume the time of the secretary or some other in charge. Therefore we desire to repeat what was said in these columns last month, i. e., that we believe the work of the Association could be done in the country, and that the amount of money necessary to purchase or erect suitable headquarters in one of the larger cities would purchase more value if invested in a first-class farm, whereon could be erected a suitable residence for the secretary, as well as all necessary office rooms and vaults for the safe-keeping of all documents of value to the Association.

To our minds, the thing of most importance in the establishment of a "farm home" for the American Poultry Association would be to conduct in connection therewith a modern and complete poultry experiment station, under the direction of an honest, experienced and capable poultryman. This station would do, on a more extensive scale, the work now being done by the government experiment stations, and conducted in the interest of all poultry breeders in the United States and Canada, whether members of the American Poultry Association or not. Necessary buildings and apparatus for the conduct of experimental work should be provided, and a suitable residence for the poultryman in charge erected.

While we have attached little value to laying contests, past and present, conducted by newspapers and magazines we believe these contests could be made of great value to the poultry interests of the country. These contests should be conducted by the American Poultry Association—which should take the initiative in all that has to do with a greater poultry industry—for the benefit of all who may be interested.

Another plan which seems of the greatest importance is ably dealt with by Mr. Ralph H. Searle in the July issue of Poultry Culture. "Take, for instance," says he, "the matter of properly training poultry judges. At the present time there is no school or state agricultural college which is equipped to give a young man a course in poultry judging which will enable him to properly judge and score the various varieties upon his graduation therefrom. It is asking too much of the various states to maintain high class specimens of each of the various varieties for practice purposes, yet there is need, and a grave need, for some school where this can be done, and it would seem that the American Poultry Association with its more than 4,000 members, and its rapidly increasing membership, is the logical body to take up a movement of this sort."

In fact, so many avenues of usefulness are open to the American Poultry Association that there seems to be no doubt of the dawning of a day that will see a complete revolutionizing of the poultry industry through its various channels. And it is certainly true that, if the Association is to establish the standard for poultry of every kind, then it is doubly important that the Association be most positive that its judges are competent to apply that standard—and no plan seems more feasible than for the organization to establish a school where shall be taught a uniform system of judging which, in a few years, would show a greater improvement in the quality of our show specimen than has been shown in a similar period heretofore.

The value of the poultry industry in the United States today is based upon the production of poultry on the farms. It will never be otherwise. It is nature's way, and nature's way has never been improved upon. Future experiments of value to the industry will not be made in our large cities—they will be made out and away from the din and the noise, the smoke, and the hurry and worry of the city, out where Nature's God gives nature's sunshine and shade and quiet and range and—nature. To believe otherwise is to be deceived and to fail to fully appreciate the great opportunities that confront us.

In conclusion, a few of the reasons why we oppose the establishment of permanent headquarters in any of our larger cities are these:

- The initial cost would be enormous.
- The cost of maintenance would be greater.
- Operating expenses would be greater.
- Practical experiment work would be impossible.
- The production of birds would be less profitable.
- Natural requirements are lacking.
- And so on ad infinitum.

When the question of permanent headquarters is brought before the Nashville Convention, many valuable suggestions will be advanced. The efforts of the best men in the Association will be enlisted in this important movement and we have no fear that the ultimate decision will be to the best interest of the Association. —E. H. D.

A. P. A. Notes and Comments

By E. H. DePOY, Associate Editor



DETROIT poultrymen are anxious for the 1913 Convention of the American Poultry Association. They are very enthusiastic, and more—they have grown poetic. Now we have always loved poetry, and when Detroit says "wilt thou?" in rhyme, we wilt. So we are for Detroit—even unto the end of the world. Surely life will be worth living in Detroit for a fortnight during dog days. With the mercury registering 94 in the shade, we are even now enjoying the bracing breezes from Lake Erie (this latter, of course, being imaginative). In Detroit they have a poet-laureate. He is Mr. Edgar A. Guest, and he has prepared a pretty couplet entitled "In Detroit." We think it is worth reproducing here:

In Detroit, life's worth living,
Every day;
In Detroit we are giving
Joys away.
In Detroit, it is true,
That our skies are always blue,
There's a smile for me and you,
Bilthe and gay.

In Detroit, life is cheerful
All the while,
For our people soothe the tearful,
With a smile.
We've a helping hand to lend
To a stranger, foe or friend,
And our resting time we spend
On Belle Isle.

In Detroit, we have pleasures
By the score;
And the rarest of our treasures,
Yes, and more,
Is our River, Oh! so bright,
Cool and restful, day and night,
Source of infinite delight,
O'er and o'er.

In Detroit, life's worth living,
Every day;
Folks are gentle and forgiving,
If you stray.
In Detroit may I be,
When God's angel beckons me,
O'er the silent, unknown sea,
Far away.

Certainly it is superfluous to advise that the third and fourth lines of the last stanza should not be misinterpreted. They make no reference to policemen, merely "the folks."

But one thing we are sure of—and that's why we are going to vote for Detroit—the Michi-ganders and the Michi-(the Michi-ganders' wives) will give us a hearty reception if they get the Convention next year.

Hurrah for Detroit! We're for her!

We learn from our exchanges that the city of Chicago is making a determined effort to land the A. P. A. permanent headquarters. Chicago probably has some geographical advantages if it is decided to place the home in one of the larger cities.

A. P. A. Entertainment Committees.

The following committees will have charge of the reception and entertainment of the members of the American Poultry Association at the Nashville Convention, August 12-15, 1912:

John A. Murkin, General Chairman; James M. Frank, Chairman Finance Committee; E. L. Doak, Chairman Reception Committee.

Nashville Ladies' Reception Committee.—Mrs. Frank Langford, Mrs. E. L. Doak, Mrs. James M. Frank, Mrs. J. J. Naive, Mrs. John A. Murkin, Mrs. Wm. B. Shelton, Mrs. Dillard Moore, Mrs. Reginald Stonestreet, Mrs. Tim Moore, Jr., Mrs. R. H. McClelland, Mrs. Morris Ellis, Mrs. A. Tillman Jones, Mrs. B. F. Fields, Miss Margaret Fowlkes, Mrs. Geo. Bregleman, Mrs. Dr. W. B. Lincoln, Mrs. W. J. Weaver, Miss Lelia Armstrong, Miss Maud Hampton, Mrs. Jos. A. Gray, Franklin; Mrs. S. C. Bridge-water, Dixon Springs; Mrs. L. A. Ligon, Carthage; Miss Nannie Whitfield, Clarksville; Miss Ella Davis, Mt. Juliet; Mrs. Florence Forbes, New Decatur, Ala.; Mrs. Louise Upson, Athens, Ga.; Mrs. C. B. Campbell, Asheville, N. C.

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The Program in Brief.

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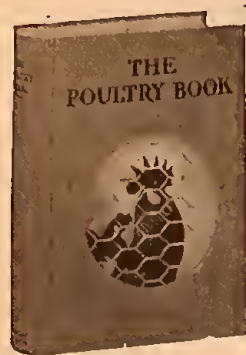
"THE INDUSTRIOUS HEN," the South's largest and best poultry publication, is well established, being now in its ninth year. The experimental stage has been passed, and her place in the field of poultry journalism is established. The mission of this magazine is to assist those who would attain success with poultry. Its editorial policy has ever been aimed at a higher standard for the poultry industry in the South—an increased production of a better product and at a greater profit to the fancy and commercial poultryman.

The various departments in the Industrious Hen are conducted by practical poultrymen, and her contributors are among the best. Articles that are timely and seasonable characterize each issue, and the editorial pages are kept free from abusive personalities. In short, the magazine seeks the highest goods for its patrons and readers and believes that the poultrymen should aim at the highest standard, not alone with the poultry he raises, but in his personal life as well.

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A trio of beauties of which Mr. Harry Callicott, of Coldwater, Miss., is justly proud.

Reception, Hermitage Hotel, 8 o'clock, followed by Grand Ball at 10 o'clock.

Tuesday afternoon, Aug. 13—Lawn fete at country home of Mr. Percy Warner, 4 o'clock.

Tuesday night, August 13—Lecture at State Capitol, by Prof. A. A. Brigham, of Brookings, S. D.

Wednesday night, August 14—Grand Banquet to members of A. P. A. Hermitage Hotel, 9 o'clock.

Thursday night, August 15—Entertainment, "Darkey Life in the South," Ryman Auditorium, 8 o'clock.

Friday morning, August 16—Demonstrations at Naive-Spillers Co., 9 o'clock.

Friday noon—Trip to Hermitage, home of Andrew Jackson.

Friday night to Chattanooga.

An automobile party for the Poultry Press, over the city, and an automobile party sight-seeing trip, for the ladies, will be arranged, and notice given later as to time, etc.

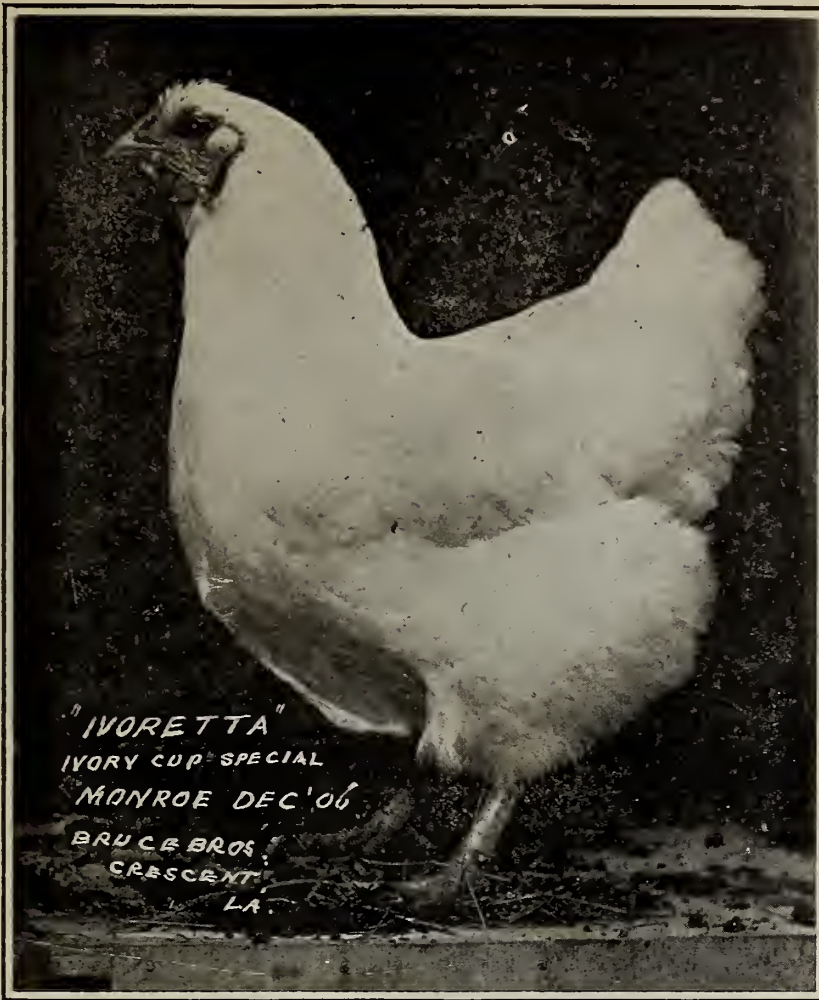
Big Time at Chattanooga.

A special rate to Chattanooga, Tennessee, Lookout Mountain and Missionary Ridge, will be granted to the members of the American Poultry Association and their friends who desire to make the trip to this famous city, with its many historical points of interest. Special rates will be granted at Chattanooga to points of interest as follows: Lookout Mountain, electric railway and incline, 60c round trip. Missionary Ridge, sight seeing cars, \$1.00 round trip. The citizens of Chattanooga will tender the members of the American Poultry Association a reception and old-fashion cake walk at Patten Hotel Saturday night, August 17, 1912. Big time for everybody.

One of the interesting addresses to be heard at the Nashville Convention will be by Mr. O. P. Barry, of Alex-noon. Subject: "Poultry Shippers' andria, Tennessee, on Thursday after-Organizations and Their Place in the Industry." Mr. Barry is president of the Southern Poultry and Egg Shippers' Association, and has done much valuable service for that branch of the industry.

Registration Headquarters.

It is requested that every member of the American Poultry Association,



together with their friends, call at Registration Headquarters at Hermitage Hotel, as soon after their arrival in the city as convenient, and secure badges. An Information Bureau will also be located at Hermitage Hotel for benefit of visitors to Convention.

A Washington dispatch of more than passing interest to poultrymen states that: After a dispute of more than two months, the senate committee on postoffices and post roads reached an agreement on the post-office appropriation bill. The parcels post provision, the principal matter in the dispute was threshed out by Senator Bourne, author of the original provision in the bill, and Senator Bristow, former assistant postmaster general.

The result was a compromise. It retains Senator Bourne's scheme for a division of the country into zones within which rates shall be the same. Eight zones were outlined instead of six, as originally planned, and rates slightly increased.

Postal rates on parcels vary with distance, thus protecting local merchant and competing with express companies.

Senators Bourne and Bristow agreed upon the post zones as follows: First, length fifty miles, rate 5 cents for the first pound, 3 cents for each additional pound; second, length 150 miles, rate 6 and 4 cents; third, length 300 miles, rate 7 and 5 cents; fourth, length 600 miles, rate 8 and 6 cents; fifth, length 1,000 miles, rate 9 and 7 cents; sixth, length 1,400 miles, rate 10 and 9 cents; seventh, length 1,800 miles, rate 11 and 10 cents; eighth, length over 1,800 miles, rate 12 cents

per pound straight. Maximum packages eleven pounds.

Another provision is made for local delivery, fixing a charge of 5 cents for the first pound and 1 cent for each additional pound.

Postmaster-General Hitchcock has given unqualified approval to Senator Bourne's parcel post bill and expresses the hope that it will be speedily enacted into law. Mr. Hitchcock's letter to the Postoffice Committee, expressing his opinion of the bill, is in part as follows:

"The delivery of parcels to the limit of 11 pounds on all rural routes, and within the delivery limits of free carrier offices, will effect both an economy and a public convenience, as it will enable the inhabitants of the rural sections to use the mails for the transportation of the various small products of the farm, garden and orchard, and, at the same time, to have delivered to them many of the smaller articles of necessity purchased in the towns without the time and expense incident to a trip of several miles for a trifling purchase.

"The various scales of charges fixed for the several zones are based upon the actual cost of handling and transportation, and will enable the public to send through the mails parcels to the limit of 11 pounds at the cost of the service rendered. This will be a great improvement upon the present system which fixes similar rates for all distances. The effect of this measure will be not only to lessen the cost of transportation, but to stimulate the general trade in small wares, and also to increase the postal revenues and pave the way for other postal reforms.

"In my judgment, the proposed measure will benefit all classes of the

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by thousands of satisfied customers. During all of this season I have been selling

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incubator at just about 1-2 the price that any machine of anything like the quality has ever before been sold for. If you did not get yours you are money out of pocket unless you write at once for particulars.

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Many Features of Merit

Noiseless, Easy Running, Ball-Bearing, Stand Handsomely Embossed, Hand Polished Case, The Wonderful Automatic Belt Replacer, High Arm, Lock Stitch Sewing Head, Automatic Bobbin Winder, Automatic Stitch Regulator. All Steel Working Parts Hardened in Oil, Nickel Plated Steel Attachments in velvet Lined Box.

THE SEWING HEAD has more improvements, conveniences and time and labor saving devices than any other sewing machine of like grade.

THE CASE is very attractive in appearance and substantial in construction.

THE STAND is ball-bearing—the bearings operating in micrometer ground hardened steel cones.

ATTACHMENTS are of the foot pattern and packed in velvet lined box.

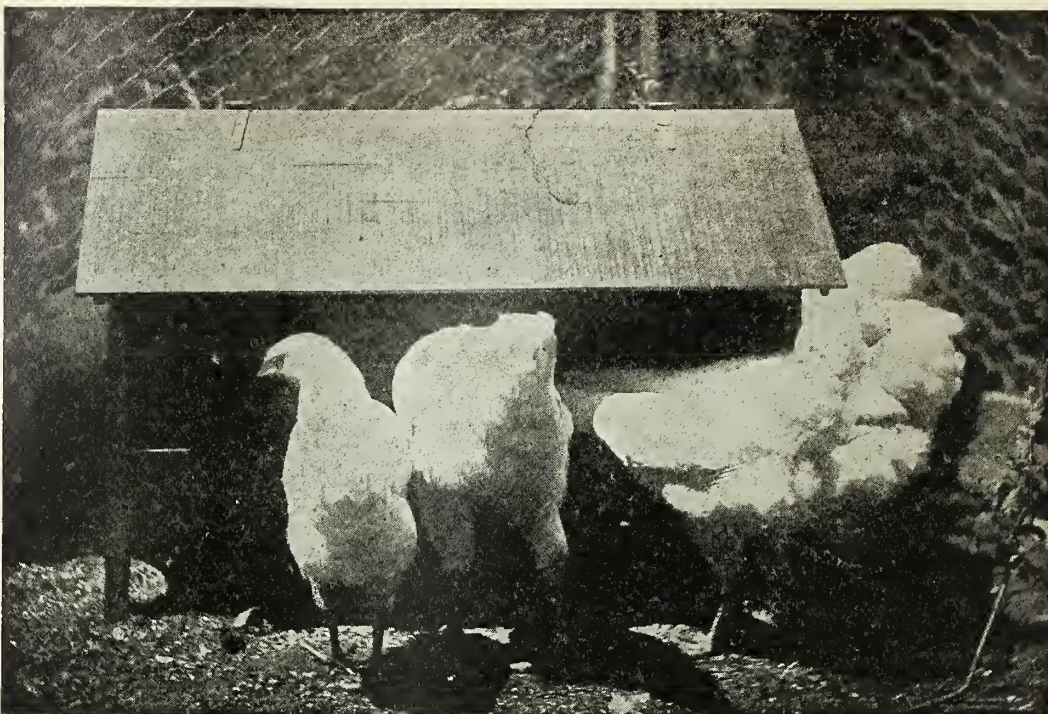
Guaranteed For Ten Solid Years

Don't let the wily sewing machine agent induce you to part with forty-five or fifty dollars for a sewing machine which is in no way superior to the "Industrious Hen Machine." It is a well known fact that it doesn't cost any more to build an "agency" machine than it costs to pull up the high grade ten year warranted "Industrious Hen Machine," and that the bulk of the agent's excessive price pays for his commission and for the other heavy selling expense, including cost of keeping branch offices, maintenance of horses, wagons, etc., and the pay of collectors, drivers and teachers.

All this expense is eliminated by us in our offer to you of the **INDUSTRIOUS HEN SEWING MACHINE** at manufacturer's cost, plus a small commission for our trouble.

This high-grade family sewing machine, together with a year's paid up subscription to the "Industrious Hen" will be sent freight paid for \$16.00 cash to accompany order. Send check, postoffice order or registered letter to

Industrious Hen Co.
Knoxville, — Tennessee



people, except those carriers now engaged in the business of transporting small wares. While the patronage of these will be lessened, it will have the effect to limit their business to the more weighty freight which is distinctively the business of such carriers. I trust that this measure may have early consideration by the Congress and be speedily enacted into law."

The local committee will present every member of the American Poultry Association who visits the convention with a beautiful oxydized silver medal, suspended from a bar of oxydized silver, by a beautiful red ribbon, upon which will be printed in gold, "American Poultry Association Convention, Nashville, August 9-17-1912." A picture of Gen. Andrew Jackson will appear in the center of the medal. On the silver bar will appear the name of the member, and address, thus enabling everyone with whom he comes in contact, to know at once the name and home of the visitor. This arrangement will save much embarrassment among the members, in asking names, etc., and will be an introduction to everyone who wears the badge. It is a beautiful souvenir of Nashville, and they will find their way to every state in the Union after the convention is over.

Mr. C. W. Whitney, associate editor of American Poultry Advocate has been appointed Organizer for New England by the American Poultry Association. He says: "I have no promises to make as to what I shall do except in the one word—work for a better and greater organization of branches of the National body in my territory. I hope that New England will so boom that we will have the acme membership of the country before the convention of 1913 opens." This rings true and is the spirit that does things. When men lose themselves in the struggle for a principle, results are certain and lasting. The

poultrymen of New England should give to Mr. Whitney whole-hearted and enthusiastic support.

Poultrymen who are interested in an International Standard will be pleased to know that the American Poultry Association is making progress in securing members in far-away countries. The Association has enrolled this season the following:

Wm. Miller Higgs, Victoria, B. C.; Wm. Kirkham, Collingwood, East B. C.; F. J. G. McArthur, Winnipeg, Canada; Rev. E. Lewis Jones, Heyope Rectory, Knighton, Radnorshire, England; Captain Max de Bathe, Hartley Court, Reading England; Miss Carey, Toynon Rectory, Spilsby, England; W. H. Rice, Jr., Lihu, Kauai, Hawaii.

Following are the officers of the Indiana State Branch:

President—C. L. Buschmann, Indianapolis.

First Vice-President—S. A. Nofzger, North Manchester.

Second Vice-President—W. W. Zike, Carmel.

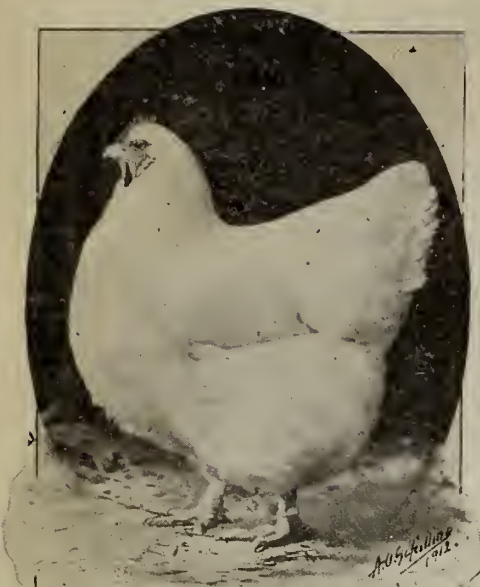
Secretary-Treasurer—C. I. Fishel, Hope.

Members of the Executive Committee—A. G. Phillips, Lafayette; Frank P. Johnson, Indianapolis; B. H. Scranton, Rising Sun; Ed. B. Murphy, Carmel; Irwin A. Sibley, South Bend, and C. E. Spaugh, Rugby.

Election Commissioner—S. B. Lane, Spiceland.

We hope to have the pleasure of hearing Dr. Mary E. Pennington, of the Bureau of Chemistry, U. S. Department of Agriculture, address the Convention at Nashville. Miss Pennington is one of the most picturesque, descriptive speakers of the day, and her talks are always instructive.

Says the Charlotte, N. C. Evening Chronicle: Mr. R. L. Simmons of this city, president of the North Carolina branch of the American Poultry Association, has been invited to act as a member of the Nashville reception



FIRST PRIZE WHITE ORPINGTON HEN AT
MADISON SQUARE GARDEN N.Y. DEC. 1911.
FIRST PRIZE HEN BALTIMORE JAN. 1912.
ALDRICH POULTRY FARM COLUMBUS O.

and entertainment committee during the meeting of the American Poultry Association in that city next August. Mr. Simmons has accepted and will be on hand to assist in making this the greatest poultry meeting ever held in the world.

Mr. Irving A. Sibley, a well known poultryman and Rhode Island Red breeder, died at his home in South Bend, Indiana, on June 28. Mr. Sibley had been an honored member of the American Poultry Association for several years, having joined Dec. 20, 1907, and was a member of the Express Committee at the time of his death. He was also a member of the executive committee of the Indiana State branch. Mr. Sibley was honored in his community, where his conduct was the exemplification of good citizenship and invited the emulation of those who knew him. In his death we lose one whose going away is a severe loss to our association and to the poultry interests of the country.

R. V. Mitchell has recently been appointed student assistant in poultry husbandry at the University of Missouri. Mr. Mitchell has taken poultry work at Cornell University and has had charge of the poultry department at the Penn State College. His appointment will prove a valuable addition to the poultry department, and his presence in Missouri of inestimable value to poultrymen of that state.—Farm Poultry.

We congratulate both Mr. Mitchell and the University of Missouri. The latter has the means and equipment at hand for the work for which Mr. Mitchell has so thoroughly prepared himself. We trust his new position will not interfere with his visits to Knoxville, which we have so thoroughly enjoyed.

The houses will need spraying often this time of the year, and the disinfectant should be strong enough to kill all vermin, for mites and lice soon get into hundreds of thousands.

The he oftenest in mischief is frequently the best layer in the flock.

Books for Poultrymen

For a year's subscription to THE INDUSTRIOUS HEN, add 25 cents to the price of any book listed below.

"Hen and Chicks," or How to Make Money Raising Poultry

An all-round good book of information that is worth \$5.00 to any man in the poultry business. It gives facts and figures. No use experimenting all the time; profit by the other fellow's mistakes. Money returned if not pleased. 2d edition. 300 pages, 5½x7½, illustrated. Price 50 cents.

Brigham's Progressive Poultry Culture

A book of instruction in modern scientific poultry culture. Used as a text book in the poultry department of a dozen or more agricultural colleges and schools. Nothing of value has been omitted and nothing useless has been included. Edited by Arthur A. Brigham, Ph.D. 287 pages. Price \$1.50.

Rhode Island Reds

Origin and history of both the Rose and Single Comb varieties. How to mate for best results, by leading breeders of Rhode Island Reds. Edited by D. E. Hale, judge and breeder. Color plate of feathers by F. L. Sewell. 88 pages, 9x12, illustrated. Price 75 cents.

The Plymouth Rocks

A complete text book devoted to America's most popular breed of standard fowls. Explains standard requirements, tells how to select the right breeders and how to mate them. Edited by Wm. C. Denny and J. H. Drevenstedt, breeders and judges of wide experience. Three color plates by Sewell. 160 pages, 9x12, illustrated. Price \$1.00.

Artificial Incubating and Brooding

Solves all problems of artificial incubating and brooding. Tells how to obtain strong germ, fertile eggs, how to operate incubators and brooders, grow the greatest percentage of chickens, etc. 96 pages, 9x12, illustrated. Price 50 cents.

Poultry Houses and Fixtures

Used as a text book at Cornell University. Shows plans of low cost, practical and labor-saving houses, designs for inside fixtures, roosting coops and coops for young chicks, and appliances for the poultry yard. 7th edition. 96 pages, 9x12, illustrated. Price 50 cents.

The Bantam Fowl

Mr. T. F. McGrew, judge and breeder, tells how to house, feed and grow Bantams, how to treat diseases, how to select and fit for the show. 72 pages, 9x12, illustrated. Price 50 cents.

The Chick Book

Guide to success in rearing chicks. Experienced poultry raisers furnish information on all problems connected with the breeding, rearing, developing and fattening of chicks. Article and chart on line breeding. The day-old chick business, etc. 1910 edition. 80 pages, 9x12, illustrated. Price 50 cents.

The Wyandottes

A complete text book and instructive treatise. Tells how to select breeders and how to mate for best results. Care, feeding and management fully discussed. Edited by J. H. Drevenstedt, breeder and judge. Three color plates by F. L. Sewell. 160 pages, 9x12, illustrated. Price \$1.00.

The Orpingtons

Gives origin and description of type of this popular breed. A chapter on the Black, Buff, White and Non-Standard varieties. The Orpingtons in the show room. Prominent breeders' opinion of them and a discussion of the breed as a utility fowl. Edited by J. H. Drevenstedt, breeder and judge. 80 pages, 9x12, illustrated. Price 75 cents.

The Leghorns

Contains valuable information for breeders of any variety. Suitable for amateur and fancier. Articles by best breeders and judges. Color plates of S. C. White Leghorns and Brown Leghorn feathers by F. L. Sewell. 144 pages, 9x12, illustrated. Price \$1.00.

Ducks and Geese

A complete guide to profitable Duck and Goose rearing. Articles by foremost breeders. Complete instructions on breeding, rearing, feeding, housing, marketing and exhibiting these profitable fowls. 80 pages, 9x12, illustrated. Price 75 cents.

The Asiatics

Brahmas, Cochins and Langshans, contains information on mating, breeding, selecting, exhibiting and judging. This information is of value to every breeder of Asiatics who aspires to produce the best of birds. Color plates of Buff and Partridge Cochins by F. L. Sewell. 100 pages, 9x12, illustrated. Price 50 cents.

Turkeys—Their Care and Management

Experiences of successful Turkey breeders, exhibitors and judges in mating, yarding, housing, hatching, rearing, marketing, exhibiting and judging Turkeys. For the fancier and the marketman. Color plate of Bronze Turkeys by F. L. Sewell. 96 pages, 9x12, illustrated. Price 75 cents.

Eggs and Egg Farms

Is made up of articles by experienced breeders, giving methods of housing, breeding and feeding to increase egg production and make egg farming profitable. Article on pedigree breeding. 96 pages, illustrated, 9x12. Price 50 cents.

Successful Poultry Keeping

A text book for the beginner and for all persons interested in better poultry and more of it. Contains the "secrets of success," both for pleasure and profit. New and valuable information on all branches of the poultry business. 160 pages, 9x12, illustrated. Price \$1.00.

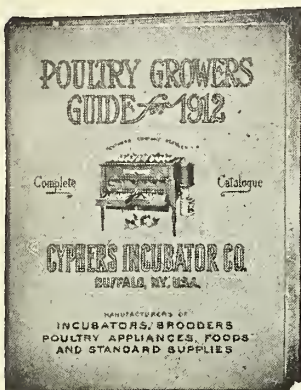
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Incubators	Laying Mash	Pigeon Supplies
Brooders	Short-Cut Alfalfa	Rice Powder
Brood Coops	Meal Alfalfa	Roost Supports
Chick Shelters	Full-Nest Egg Food	Roofing Paper
Brooder Stoves	Nodi Charcoal	Spray Pumps
Leg Bands	Poultry Remedies	Powder Guns
Caponizing Sets	Napcreol (Disinfectant)	Wire Fencing
Chick Food	Anti-Fly Pest	Bone Cutters
Developing Food	Egg Preservative	Chick Markers
Growing Mash	Fumigating Candles	Bone Mills
Fattening Mash	Drinking Fountains	Root Cutters
Scratching Food	Grit and Shell Boxes	Nest Eggs
Fertile Egg Mash	Food & Water Holders	Poultry Books

Our Complete Catalog for 1912 consists of 244 pages, 7½x10 inches, and contains an illustrated description of all goods we manufacture. Eight valuable chapters on "Cyphers Company Way" of increasing egg-yield, producing prime table poultry, etc. Latest labor-saving devices and money-making ideas. FREE, postpaid, to any address if you mention that you saw our advertisement in this paper. Address Home Offices, or Branch Store nearest you.

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GABHART'S WHITE LEGHORNS

Fifty hens and five cocks for sale at a bargain. Also pullets and cockerels in large or small lots. You know my show record.

W. E. GABHART

Box M, Bohon, Ky.

CHOICE POULTRY YARDS

Nine Varieties: S. C. WHITE LEGHORNS (Specialty), S. C. BROWN LEGHORNS, S. C. BLACK MINORCAS, WHITE WYANDOTTES, ROSE and S. C. RHODE ISLAND REDS, S. C. BUFF ORPINGTONS, S. S. HAMBURGERS, and BLACK BREASTED RED GAME BANTAMS. Breeding yards composed of the very best and finest to be seen in any yards. Some fine breeders for sale at reasonable prices, backed by our guarantee. Send us your orders; we will send you the very best we can afford for the price, and guarantee satisfaction or refund your money. Catalogue free.

J. P. SWIFT & SON,

Waynesville, N. C.

LANSDEN'S FAMOUS REDS

If you haven't got what you expected, remember that I can usually fix you up. I have the best crop I have ever produced. It's too late now to hatch winners. You must have the size—I have it—color and type. Don't buy before you have a talk with me.

H. B. LANSDEN, Manchester, Tennessee
MENTION THE HEN PLEASE.

RICHARDSON'S ROSE COMB REDS

MADISON SQUARE GARDEN, BALTIMORE, HAGERSTOWN, won this season five firsts, four seconds, four thirds, one fourth, five fifths. WRITE YOUR WANTS.

M. C. RICHARDSON, JR. Front Royal, Va.

MEMBER RED CLUB and AMERICAN POULTRY ASSOCIATION.

EADY'S S. C. R. I. REDS

Winners at many leading shows—Birmingham, Mobile and Gadsden, Ala.; Houston, Texas; Meridian, Miss., and Tullahoma, Tenn. At the Alabama State Fair, 1910, we won three cups—two Club cups, one the Rhode Island Red Club of America for the best winnings; one the National Single Comb Rhode Island Red Club cup for the best pen of Reds. Won the other cup for the best cock, cockerel, hen and pullet. We won first pen at the Alabama State Fair, at Birmingham, three years in succession. We have won six cups in the last three years. Pens mated January first. We are now selling eggs at half price, per setting of 15. Send your order today. Some good stock for sale, write for prices.

C. W. EADY, Guntersville, Alabama

Buff Ply. Rocks, "Giant" Strain Bronze Turkeys and Indian Runner Ducks

Quality backed by years of careful breeding. Our birds are winners in our hands and customers at Louisville, Cincinnati, Chicago, Boston, Indianapolis and Atlanta. If you wish quality, combined with honorable treatment, we can fill your orders and at prices most reasonable. Stock in either variety mated, no kin, and in any number. Write for prices, etc.

J. C. CLIPP

Box 700, Saltillo, Ind.

Poultry Shows & Associations

By JAS. B. DISMUKES.

SHOW DATES.

Maryland State Fair, Timonium, Sept. 3-7.
Kentucky State Fair, Louisville, Sept. 9-14.
Tennessee State Fair, Nashville, Sept. 16-20.
Tazewell, Va., Sept. 17-19, 1912.
Tri-State Fair, Memphis, Sept. 23-28, 1912.
Missouri State Fair, Sedalia, Sept. 28-Oct. 4.
Stephenville, Texas, Oct. 3-5, 1912.
Alabama State Fair, Birmingham, Oct. 3-12.
Texas State Fair, Dallas, Oct. 12-27, 1912.
North Carolina State Fair, Raleigh, Oct. 14-19.
Georgia State Fair, Macon, Oct. 15-25.
Ala. State Exposition, Montgomery, Oct. 16-25.
Mississippi State Fair, Jackson, Oct. 21-26.
La. State Fair, Shreveport, Oct. 30-Nov. 6.
Arkansas State Fair, Hot Springs, Nov. 11-16.
Little Rock, Ark., Nov. 25-30, 1912.
Lake Charles, La., Nov. 26-29, 1912.
Taylor, Texas, Dec. 3-5, 1912.
Hydro, Okla., Dec. 4-7, 1912.
Victoria, Texas, Dec. 11-14, 1912.
Corsicana, Texas, Dec. 11-14, 1912.
Atlanta, Ga., Dec. 16-21, 1912.
New Orleans, La., Dec. 19-22, 1912.
Louisville, Ky., Dec. 23-28, 1912.
Norfolk, Va., Jan. 7-10, 1913.
Plainview, Texas, Jan. 7-10, 1913.
San Antonio, Texas, Jan. 7-12, 1913.
Washington, D. C., Jan. 14-17, 1913.
Columbia, S. C., Jan. 28-31, 1913.
Fort Worth, Texas, March 18-23, 1913.

LIST OF FAIRS AND EXPOSITIONS.

Alabama State Exposition, Montgomery, Oct. 16-25, Geo. T. Barnes, Secretary.
Alabama State Fair, Birmingham, Oct. 3-12, F. P. Chaffee, Secretary.
Arkansas State Fair, Hot Springs, Nov. 11-16, Geo. R. Belding, Secretary.
Blue Grass Fair, Lexington, Ky., August 12-17, John W. Bain, Secretary.
California State Fair, Sacramento, Sept. 14-21, C. Allison Telfer, Manager.
Central Kansas Fair Association, Hutchinson, Sept. 14-20, A. L. Sponsler, Secretary.
Colorado Interstate Fair and Exposition, Denver, Sept. 23, Irving Eaton, Secretary.
Colorado State Fair, Pueblo, Sept. 16-21, A. L. Price, Secretary.
Connecticut State Fair, Hartford, Sept. 3-7, I. H. Butterfield, Secretary.
Georgia State Fair, Macon, Oct. 15-25, Harry C. Roberts, Secretary.
Illinois State Fair, Springfield, Oct. 4-12, J. K. Dickerson, Secretary.
Indiana State Fair, Indianapolis, Sept. 2-6, Charles Downing, Secretary.
Iowa State Fair, Des Moines, Aug. 22-30, A. R. Corey, Secretary.
Interstate Live Stock Fair Association, Sioux City, Ia., Sept. 16-21, Joe Morton, Secretary.
Interstate Fair, Spokane, Wash., Sept. 30-Oct. 6, Robt. H. Cosgrove, Secretary.
Interstate Fair, Trenton, N. J., Sept. 30-Oct. 6, M. R. Margerum, Secretary.
Kansas State Fair, Topeka, Sept. 9-13, H. L. Cook, Secretary.
Kentucky State Fair, Louisville, Sept. 9-14, J. L. Dent, Secretary.
Louisiana State Fair, Shreveport, Oct. 30-Nov. 6, L. N. Brueggerhoff, Secretary.
Maryland State Fair, Timonium, Sept. 3-7, James S. Nussear, Secretary.
Minnesota State Fair and Exposition, Hamline, Sept. 2-9, J. C. Simpson, Secretary.
Michigan State Fair, Detroit, Sept. 16-21, J. E. Hannon, Secretary.
Mississippi-Alabama State Fair, Meridian, Miss., Oct. 14-19, R. M. Striplin, Secretary.
Mississippi State Fair, Jackson, Oct. 21-26, J. M. McDonald, Secretary.
Missouri State Fair, Sedalia, Sept. 28-Oct. 4, John T. Stinson, Secretary.
Montana State Fair, Helena, Sept. 23-28, Jas. A. Shoemaker, Secretary.
New State Fair, Muskogee, Okla., Oct. 7-12, Wm. C. Boon, Secretary.
Nebraska State Fair, Lincoln, Sept. 2-6, W. R. Mellor, Secretary.
New York State Fair, Syracuse, Sept. 9-14, S. C. Shaver, Secretary.
North Carolina State Fair, Raleigh, Oct. 14-19, Jos. E. Pogue, Secretary.
Ohio State Fair, Columbus, August 26-31, A. P. Sandles, Secretary.
Oregon State Fair, Salem, Sept. 2-7, Frank Meredith, Secretary.

LEG BANDS
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SAMPLES FREE
 Send name on postal now for free samples of most complete line of highest quality bands Smith Sealed for every use. Or order now from this advertisement. Money back if you want it. **SMITH SEALED.** Used by America's leading fanciers. Prices: 12, 30c; 25, 50c; 60, \$1; 100, \$1.50; 500, \$6.50; 1000, \$12.50; postpaid. **LEADER ADJUSTABLE:** Smoothest, most secure fastening ever invented. Prices postpaid: 12, 15c; 25, 25c; 50, 40c; 100, 65c; 250, \$1.50; 500, \$2.75; 1000, \$5.25. Samples of these and other styles Free—also fine booklet. **THE KEYES-DAVIS CO., Ltd., Mfrs.** Dept. 520, Battle Creek, Mich. Leader Adjustable



RHODE ISLAND REDS

SINGLE AND ROSE COMBS

HALF PRICE SALE NOW ON. Eggs, baby chicks, stock. Send in your order at once. Get our Special ½ Price List. Have you seen the second edition "Origin and History of Rhode Island Reds," 56 Pages? If not, send 20 cents in stamps or silver and one will be sent.

BUSCHMANN-PIERCE RED FARMS, Carmel, Ind.



Mammoth Bronze TURKEYS For Sale

Old and young stock from two magnificent flocks, mated for largest size and best plumage. When buying be sure you buy the best. My breeding toms for six years have weighed from 43 to 50 lbs. at 18 and 20 months of age. Won many prizes in the leading shows, scoring from 96 to 97½ points. I can furnish you young stock that will grow that way for you. Do not delay buying your breeding stock early. Also Barred Plymouth Rock Chickens from the best prize-winning blood. Eggs in season. Member A. P. A. **MRS. J. C. SHOFNER, Booneville Poultry Yards, Route 1, Mulberry, Tenn.**

Oklahoma State Fair, Oklahoma City, Sept. 24-Oct. 5, I. S. Mahan, Secretary.
 South Dakota State Fair, Huron, Sept. 9-13, C. N. McIlvaine, Secretary.
 Tennessee State Fair, Nashville, Sept. 16-21, J. W. Russwurm, Secretary.
 Texas State Fair, Dallas, Oct. 12-27, W. H. Stratton, Secretary.
 Tri-State Fair, Memphis, Tenn., Sept. 23-28, Frank D. Fuller, Secretary.
 Utah State Fair, Salt Lake City, Sept. 30-Oct. 5, Horace S. Ensign, Secretary.
 Vermont State Fair, White River Junction, Sept. 17-20, F. L. Davis, Secretary.
 Washington State Fair, North Yakima, Sept. 23-28, H. B. Averill, Secretary.
 West Michigan State Fair, Grand Rapids, Sept. 9-16, E. D. Conger, Secretary.
 West Virginia State Fair, Wheeling, Sept. 2-6, Geo. Hook, Secretary.
 Wisconsin State Fair, Milwaukee, Sept. 10-14, J. C. MacKenzie, Secretary.
 Wyoming State Fair, Douglas, Sept. 24-27, Louis Cook, Secretary.

THE poultry exhibition at the Tennessee State Fair, Nashville, Sept. 16-21, will be bigger and better than ever. The big poultry building will be remodeled and rearranged in such a manner that it will be the best lighted and ventilated poultry show building in the country. Additional coops will be purchased and provisions made for cooping 5,000 birds. The premium list, which is now ready for distribution, is the most attractive ever presented the American poultryman. A large list of cash specials will be offered in pens of the various breeds and varieties. The best judges in America have been engaged. The poultry show at the Tennessee State Fair is made one of the big features of this great annual agricultural and live stock exposition and from the standpoint of attendance and interest, there is no poultry show on the American continent that can surpass the Tennessee State Fair.

Superintendent Jno. A. Murkin, who has made the Tennessee State Fair show what it is today, has arranged for the most beautiful plot of ground at the Tennessee State Fair, and will erect special aviaries and pens for the great "ornamental and water fowl" display. Here out in the open, under beautiful trees, with ample protection and roosting quarters, will be shown the greatest exhibition of ornamental birds, turkeys, ducks, geese, guineas, peafowls, etc., ever shown in America. This will be a separate and distinct show from the poultry, which will be staged in the big poultry building. Mr. Murkin's idea is to give plenty of room to the turkeys, ducks, geese, etc., and to afford facilities for

COOPS

It will soon be time for Exhibition Coops. If you want a practical and up-to-date coop, buy **Hill's Improved Exhibition Coop.** The coop that gives perfect satisfaction. Write for prices.

H. G. HILL, Norwalk, Ohio

Rendotte Strain of White Wyandottes

Are the kind that produce results, either in the show room or the laying house. A few surplus cockerels for sale at prices that will move them. Also a few pair of genuine Old English Runners for sale at \$5.00 per pair.

J. H. REYNOLDS, : Box 300 I, Atlanta, Georgia

Densmore's S. C. W. Leghorns

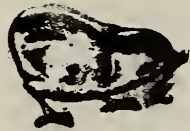
WIN, LAY AND PAY

To make room for growing stock, we will offer a few choice breeding pens at half price. Also 500 one and two year old hens at \$1.00 and \$1.50 each.

THE DENSMORE POULTRY FARM, Inc., Roanoke, Va.

S.C. WHITE LEGHORNS

FARM-BRED STRAIN



Bred with inborn tendency to lay—long, deep bodies, low tails, pure white, healthy, vigorous. Bred and fed on scientific principles; reared under natural, congenial environments. And while I breed more especially for utility purposes, my birds have a good show record. Stock and eggs for sale.

CHICK-A-DEE FARM, J. A. Dinwiddie, Prop., New Market, Tenn.

EGGS=== \$2 Per Sitting of 13

S. C. White and Brown Leghorns, White Wyandottes, Barred Plymouth Rocks, Houdans, Black Minorcas, Light Brahmas, Cornish Indian Games and S. C. Rhode Island Reds. Large Pekin and Indian Runner Duck eggs, \$2.00 per 11. Send for folder. It's free. Exhibited ten birds at the great Southern International Poultry Show, Atlanta, Ga., and won three firsts, three seconds and three thirds, 4,500 birds competing. Also won at Baltimore, Md.

NEVIN POULTRY YARDS, Wardin Bros., R. 7, Charlotte, N. C.

THE BEST IN THE SOUTH
MY WHITE PLYMOUTH ROCKS
WRITE FOR ILLUSTRATED PRICE LIST
W. J. BRINKLEY, Iuka, Miss.

SUMMER BARGAINS

A few **S. C. WHITE LEGHORN, WHITE WYANDOTTE** and **BUCKEYE** hens and cocks for sale cheap. Also Pedigreed Collie Puppies. Write your wants. I can please you.

MRS. H. P. HINTON

R. F. D. No. 6, Box 87-A,

Dallas, Texas

MOTTLED ANCONAS AND BARRED ROCKS

A few nice early hatched pullets and cockerels for sale. Utility and exhibition birds at reasonable prices.

W. F. BAYLESS

MORRISTOWN, TENN.

STOP! LOOK! LISTEN!

PARTRIDGE WYANDOTTES, the Best in South

I am the only breeder in the South and the second in the United States to win over American, Asiatic and English classes. My birds have never failed to win first where shown. At Asheville, N. C., December, 1910, I won silver cup for the highest scoring cock in show, all classes competing. At Appalachian Exposition I won 1st and 3d pullet, 1st and 3d cockerel, 2d and 3d hen. At Morristown, Tenn., Dec., 1911, in a very large class, I won 1st, 2d and 3d pullet, 1st, 2d and 3d cockerel, 1st and 2d hen, 2d cock and 1st pen. At Asheville, N. C., Dec., 1911, in a class of 103, I won 1st and 4th pullet, 1st hen, 1st cockerel, 1st pen and silver cup for the best hen in the show. Other winnings too numerous to mention. A few nice cockerels for sale for quick buyers. Eggs from above pens, \$3.00 for 15 eggs. Director in National Part. Wyandotte Club. Reference, Unaka Nat. Bank.

R. A. SWADLEY : : Johnson City, Tenn.



ROYAL STRAIN BARRED ROCKS

ARE STILL WINNING

WON 1st pullet, Charlotte, N. C., 1909; 3d cockerel, 1st hen, Atlanta, Ga., 1910; 1st cock, Augusta, Ga., 1910; 2d hen, Charlotte, N. C., 1910; 3d cock, 5th cockerel, 4th hen, 4th pullet, Spartanburg, S. C., Jan. 1911; 1st, 3d, 4th and 5th cockerel, 2d cock, 3d and 4th hen, 2d pen, Spartanburg, S. C., Dec. 1911, H. P. Schwab, judge. Eggs, \$3.00 per setting of 15, two settings for \$5.00.

DES-RENA POULTRY YARDS
GREENVILLE, S. C.

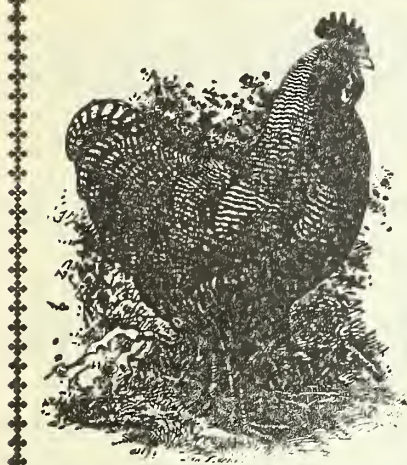
showing the various breeds, in display pens as well as individuals. The birds in this "court" will all be judged the same as others, and premiums paid accordingly.

One of the largest shows to be held in the Southwest will be at the Texas State Fair, Dallas. The prize money is liberal and will be paid promptly. For any information, address C. P. VanWinkle, superintendent, Dallas, Texas.

The poultry show to be held in connection with the Tazewell (Va.) Farmers' Fair, Sept. 17-19, promises to be one of the best ever held in that section in years. Liberal premiums are offered. Write H. Claude Pobst, secretary, Tazewell, Va., for catalogue and other information.

One of the biggest shows to be held in the South during the coming season will be the one staged in Atlanta, Ga., Dec. 16-21, by the Southern International Poultry Association. This was the leading show in the South last year in point of entries and the quality of birds, and the officers are endeavoring to eclipse all past efforts when the next show is pulled off. The most noted judges in the United States will be on hand to place the awards. Thomas M. Poole, Box 934, Atlanta, Ga., secretary, to whom requests for catalogues should be addressed.

The Hamblen County (Tenn.) Poultry Association held a recent meeting at Morristown and filled vacancies on the executive committee and perfected arrangements for their coming show. The new committeemen are J. W. Snoddy, Mrs. Alex Gorrell and Mrs. B. H. Huggins. President Eckel promised to confer with the commercial organizations of Morristown relative to securing their aid and cooperation in the development of the poultry industry through the annual exhibitions. Last year's show was one of the most successful that has been held in East Tennessee. It is the purpose of the association members



SINGLE COMB BUFF LECHORNS

Campbell's Buffs the best in the South. Blue Ribbon winners wherever shown.

At the Great Appalachian Exposition, won Grand Prize Silver Medal and Diploma for Best Cockerel in the Mediterranean Class, also eleven ribbons on Seven entries; specials for shape and color. At Asheville, 1910, won Grand Prize Gold Medal and Diploma for Best Cockerel in the Show. Two grand prize Silver Medals and Diplomas won this winter on one cockerel for best cockerel in shows. One pen of nice S. C. BUFF ORPINGTONS and prize-winning INDIAN RUNNER DUCKS. Write for my Mating List before placing your orders elsewhere.

MRS. C. B. CAMPBELL, - - Asheville, N. C.

THE LEADING BUFF LEGHORN SPECIALIST OF THE SOUTH.

Secretary-Treasurer North Carolina Branch A. P. A.; Third Vice-President of American Leghorn Club; State Vice-President of the American Buff Leghorn Club.

WANTED To stock large egg farms with S. C. WHITE LECHORNS

They are the Egg Machines. Stock and eggs from one to one thousand. Write us.

WHITE HILL POULTRY FARM

A. J. LAWSON & SONS, Proprietors.

R. F. D. No. 4, Box 2, CLEVELAND, TENN.

SOUTHLAND'S CHAMPION WHITE PLYMOUTH ROCKS

MARTIN F. SCHULTES

Box 143, Bartlett, Tennessee

CRYSTAL WHITE ORPINGTON EGGS

We will not offer you a single egg this year that is not from a pen headed by a prize-winning bird. Get our Mating List and look it over, and we are quite sure we will get your egg order.

WHITE FEATHER FARM, Route 1, Liberty, Indiana

ORPINGTON GROVE

The birds of the GROVE have won many FIRSTS, SECONDS, etc. Also SPECIALS, SILVER CUPS, etc., under the most famous judges in the Poultry World. They have been handled and PLACED by Judges DREVENSTEDT, WITTMAN, DENNY, COOK, MARSHALL and BROWN. EGGS—\$1.00 each, \$10.00 and \$5.00 setting 15. Write for mating list.

MRS. L. L. UPSON

Box 607, Athens, Georgia

WHEN WRITING TO ADVERTISERS PLEASE MENTION THE INDUSTRIOUS HEN.

DOBBS' PERFECTION S. C. RHODE ISLAND REDS

Win at Appalachian Exposition, Knoxville, Tenn., Georgia State Fair, Macon, Ga., Augusta and Atlanta, Ga., Little Rock, Ark., and Tupelo, Miss., a grand total of Sixteen First, Nine Second, Eleven Third, Nine Fourth and Three Fifth Prizes—two more First Prizes than all my competitors combined—and at these shows I met in competition with the big Red breeders, who advertise "Best Reds in the World," that their Reds "Lead the World," etc., breeders who have won at such noted shows as Madison Square Garden, Grand Central Palace, Boston and other noted shows. I entered my Reds at shows where I expected to meet the leading Red breeders and did meet them, and for my Reds to come out with Sixteen First Prizes, two more firsts than all competitors combined in six shows, in four States and under six different judges, was A GRAND WINNING FOR SUPREMACY AND CHAMPIONSHIP; and in these six shows my Reds won Three Sweepstakes out of a possible five for Best Cock in the Show, all varieties competing. My Reds won every Shape Special offered on male in these six shows; R. I. Red Club cup at Knoxville, Tenn., for best Red cock, hen, cockerel, pullet and pen in show, with numbers of other shape and color specials; A. P. A. Medal for best Red cockerel, and seven silver cups at these shows; and Grand Sweepstakes for Best Cockerel in the show over all varieties at Augusta, Ga. Note winnings of other breeders when in competition with my Reds.

Send for Mating List and be among the winners in S. C. Rhode Island Reds at your next show by buying eggs now. Am booking orders for exhibition birds to be conditioned and delivered later. EGGS—\$3.00, \$5.00, \$10.00 and \$15.00. Have about 200 head of stock to go at \$2.50, \$5.00 and \$10.00; worth twice these prices, but need the room. Every bird guaranteed to please or your money back.

CHARLEY DOBBS

Gainesville, Georgia

P. S.—See my White Orpington advertisement in this issue.

to make the coming exhibition a still greater event. J. J. Thompson, Morristown, is secretary.

Little Rock, Ark., held one of the best shows in the South last season, and are making preparations for a bigger show than ever this year. Hilary Jennings and James V. Johnson are at the helm. Their dates are Nov. 25-30, and the judges will be C. A. Emry, F. J. Marshall and F. H. Shellabarger. Write J. V. Johnson, secretary, for catalogue and premium list.

The Columbia (S. C.) poultry show promises to be the largest and best show ever held in that State. Two judges of national reputation will be selected to place the ribbons. Prizes will be liberal, with lots of specials. The officers of the South Carolina Poultry Association, under whose auspices the Columbia show will be held, are Theo. Holzhauser, Irmo, president; Dr. F. D. Kendall, Columbia, vice-president; T. L. Little, Camden, secretary-treasurer; and the directors are B. F. Kelly, chairman, Bishopville; S. A. Mathias, Irmo; E. F. Allison, Columbia; Dr. F. D. Kendall, Columbia, and A. A. Jones, Columbia. The next show will be held Jan. 28-31, 1913.

The Tydewater Poultry Association held a meeting last month at the Lynnhaven Hotel, Norfolk, Va., and arrangements were completed for the show to be held in Norfolk, Jan. 7-10, 1913. The judges selected were Chas. Nixon, Washington, N. J., and Fred Huyler, Peapack, N. J. At this meeting interesting addresses were made by Mr. Coatsworth, of Omaha, Neb., and Mr. D. Scott Quinton, of Petersburg, Va. The Norfolk show promises to be one of the largest and best ever held in Virginia, and full information can be had by addressing J. D. Griffin, superintendent, Portsmouth, Va., or A. E. D. Holden, secretary, Lynnhaven, Va.

For liberal premiums, uniform exhibition coops, high quality birds, a clean show, good judges, fair and just treatment of all exhibitors, large and interested crowds to see your birds, and for good sales, the Missouri State Fair at Sedalia, Mo., ranks among the very best in the United States.

On practically all Standard varieties the following liberal premiums are paid: First, \$3.00; second, \$2.00; third, \$1.00; pens, first, \$5.00; second, \$3.00; third, \$2.00. All birds are entered free; only a coop and feed charge of 25 cents per bird or \$1.00 per pen. One of the big attractions of the poultry department of the Fair is going to be the Egg-Laying Contest. These birds will be placed in one of the most prominent places on the fair grounds, in the coops formerly occupied by the Game department. In order to give poultry breeders the opportunity to demonstrate the utility qualities of their flocks as well as the fancy points, this new feature has been added. Thousands of farmers visit the Fair each year. Most of them are interested in good poultry and all are interested in good egg producers. It will be a feature of the fair which will attract great attention. It will also give you an opportunity to do a lot of valuable advertising, and this pen can be used as a sales pen for the flock. The name and address, the variety of poultry, and also the record for each day will appear on the pen if you wish it. It will also give the visitors an opportunity to see how fowls are fed for egg production, the use of trap nests, and various other useful poultry appliances in actual operation. The contest will be in charge of T. L. Quisenberry, who has charge of the National Egg-Laying Contest at the Experiment Station at Mountain Grove, Mo. Even though the exhibitor does not win a prize the advertising feature will be worth many times the cost.

QUINTESENT ANCONAS

Winners at Madison Square, Philadelphia, Baltimore and elsewhere.

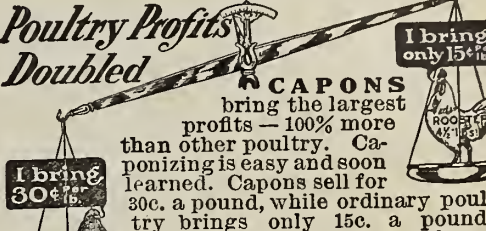
8 WEEKS CHICKS

In trios and pens—little feathered beauties well on their way. Sex guaranteed. Express prepaid on eggs. Safe delivery guaranteed.

H. E. PORTRUM

Rogersville : : Tennessee

Poultry Profits Doubled



1 bring only 15¢
1 bring 30¢

CAPONS bring the largest profits—100% more than other poultry. Caponizing is easy and soon learned. Capons sell for 30c. a pound, while ordinary poultry brings only 15c. a pound. Progressive poultrymen know these things and use

PILLING CAPONIZING SETS

Sent postpaid, \$2.50 per set with "Easy-to-use" instructions. We also make Poultry Marker, 25c. Gape Worm Extractor, 25c. French Killing Knife, 50c. Booklet, "Guide for Caponizing," FREE.

G. P. PILLING & SON CO., 23d & Arch Sts., Philadelphia, Pa.

Single Comb BROWN LEGHORNS

Eggs from Atlanta and Indianapolis' winners, as I have them \$1.00 per 15. Breeding hens cheap. Write for catalogue.

L. P. MATTHEWS Thorntown, Indiana.

WHITING'S PARTRIDGE PLYMOUTH ROCKS

PARTRIDGE Plymouth Rocks are the greatest of utility fowls. This is no mere claim. It can be proved.

They proved their EGG LAYING ABILITY by outlaying a big field in a year's contest. They mature quickly and are laying at 7 months. They grow big, have a yellow carcass and wonderfully fine meat. They are sturdy. Their dark color is well suited to town and city raising. Combining the Rock shape with the Partridge coloring they are wonderfully beautiful. Eggs from Noftzger bred fowls reduced from \$5 to \$3 until September 1, only.

—PERCY H. WHITING

SEND FOR **Fishel's Special Sale List of White Wyandottes**
J. C. FISHEL & SON : : **Box H, Hope, Ind.**

BALLARD'S INDIAN RUNNER DUCKS

At the Great Appalachian Exposition, 1911, in the largest class of Indian Runners ever shown in the United States, we won all firsts. Certified pen average 225 eggs each per duck in one year. We are the oldest Indian Runner breeders in the South. Choice breeders from the three varieties for sale after June 15th, at one-half price. Write for catalogue. **CLAYTON I. BALLARD** White Pine, Tennessee.

Waterfowl and Turkeys

STANDARD OF WHITE RUNNERS.

The following standard was adopted by the National White Runner Duck Club at their meeting held May 24, 1912:

DISQUALIFICATIONS

Black bean in drake; color other than white or creamy white in any part of plumage; absence of two or more primaries or secondaries; twisted wing; crooked back; decidedly wry tail. (See general disqualifications).

STANDARD WEIGHTS

Drake.....4½ lbs.
Duck.....4 lbs.

SCALE OF POINTS

Carriage	20
Weight	4
Condition	8
Head—Shape 3, Color 2.....	5
Beak—Shape 3, Color 3.....	6
Eyes	2
Neck—Shape 10, Color 2.....	12
Wings—Shape 4, Color 2.....	6
Back—Shape 8, Color 2.....	10
Tail—Shape 3, Color 2.....	5
Breast—Shape 8, Color 2.....	10
Body—Shape 6, Color 2.....	8
Legs and Toes—Shape 2, Color 2..	4
	100

SHAPE OF DRAKE AND DUCK

Head—Long, flat, finely formed.
Bill—Strong at base, fairly broad and long, extending down from the skull in a straight line, making it the shape of a long wedge.
Eyes—Set high in head.
Neck—Long, thin.
Wings—Of medium length, carried closely to body.
Back—Long, narrow.
Tail—Composed of hard, stiff feathers; sex feathers of drake, hard, well curled.
Breast—Full, but not rounded, showing but little suggestion of keel, carried well up.
Body—Long, narrow, racy-looking, carried erectly, with no indication of keel, resembling the penguin in form.
Legs and toes—Legs, of medium length, set well apart. Toes, straight, connected by web.
Carriage of body—Very erect.

COLOR OF DRAKE AND DUCK

Bill—Drake and duck, lemon.
Eyes—Blue.
Shanks and toes—Orange.
Plumage—Web, quill and fluff of feathers in all sections pure white.

The National White Runner Duck Club offers specials as follows: One each on best young drake, best old drake, best young duck, best old duck and best pen. Only members of this club competing. Membership, \$1.00 per year. O. O. Ray, secretary-treasurer, Kirkwood, Atlanta, Ga.

TO BREEDERS OF ENGLISH INDIAN RUNNERS.

"The English Indian Runner Club of America" was organized April 4th, 1912. The club is governed by a board of 12 directors, and consists of the most prominent breeders and judges of this variety in America.

The English Standard has been adopted verbatim, with the addition that any duck laying a green or tinted egg is disqualified. In the near future a club catalogue will be published containing a list of the members, the club's standard, and many other good things of interest to all breeders of this variety, which will be furnished free to all members. We are having classes provided at all leading shows and the many specials to be offered will bring out large classes.

Membership fee, including first year's dues, is \$1.00. All breeders of English (white egg) Runners are requested to join, and help boost the only real Runners where they rightfully belong.

Your name in this club will be a guarantee to the purchasing public that you have the genuine Runners. The English Runners are enjoying a lasting boom to-day. If you are interested in this wonderful breed get in and help the good work along. Send in your name with your dues, or write for application and particulars now.—W. J. Patton, Secy.-Treas., Glenview, Ill.

POINTS ON RAISING DUCKS.

Ducks will not thrive in filthy, damp quarters.

Ducks cannot be taught to lay in nest-boxes. They prefer dropping their eggs wherever they please.

In keeping ducks on dry land, there should be a double yard provided for each flock, so that while the one yard is being occupied the other can be sown in some green crop, which will disinfect the soil.

The Pekin is the most popular variety for market purposes. They grow rapidly and mature early.

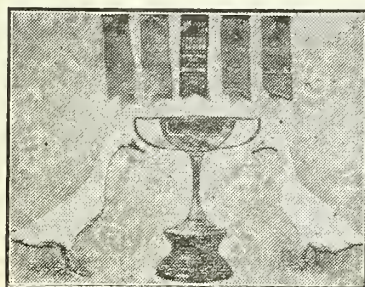
Ducks fatten rapidly. Care must be taken not to overfatten them, for when in that condition their eggs will not produce strong ducklings.

The White Indian Runner bids fair to become the most popular variety of ducks. Their snow white plumage and heavy laying qualities makes them very attractive.

Some people have a notion that ducks do not require grit because they are not seen picking up large particles of stone. They must have grit but it should not be as large as that which is fed to hens.

After several years' experience with ducks, I have found that June is the best month to hatch them. They seem to grow faster than when hatched in March or April.

It pays to raise ducks. Except when very young they require less care than chickens and are less sus-



Our Blue Ribbon Cup Winners

White I. R. Ducks

We believe that we have the finest flock in the world, at least our birds have won this honor.

Can furnish you Blue Ribbon winners for any show, can also spare a few choice breeders very reasonable. Will sell EGGS the remainder of the season at \$3.00 per twelve straight.

Hermitage Farm
Box 62, Hendersonville, Tenn.



Rhodes' White INDIAN RUNNER DUCKS

ORIGINATOR OF THE RHODES STRAIN

Great layers of large white eggs. Can spare a few choice breeders. Eggs, \$5.00 per 12.

MRS. A. N. RHODES : New Castle, Indiana

GREAT BARGAIN SALE OF RUNNER DUCKS, WHITE ORPINGTONS

We find ourselves with large flocks of RUNNER DUCKS and WHITE ORPINGTONS that we must turn into money at once. If you desire to buy any of these, now is your chance. Write us for our very low prices on really good stock.

MUNNIMAKER POULTRY FARM : Normandy, Tennessee



FIRST & SPECIAL PRIZE S-C-R-I-RED CK'RL. BUFFALO 1909.
OWNED & EXHIBITED BY
PURE STRAIN FARM SCOTTSVILLE N.Y.

ceptible to disease and are not troubled with mites or lice. It is a mistake to suppose that a pond or creek is necessary to raise ducks.—Selected.

BAD YEAR FOR TURKEYS.

In the twenty-five or more years we have had in growing turkeys, we have had many, many experiences. The year of 1912 will long be remembered by many turkey growers as the worst season for turkeys, early in the season, of any previous year. The writer has consulted many turkey breeders the past week and learned that some of the most noted breeders lost heavily in some instances; every poult that was hatched as early as last of April and first of May was lost entirely. The continued wet, cold weather was against them, consequently great mortalities was the result. One breeder in this section lost but comparatively few of his early hatches and have them now well advanced and "shooting the red," which is the best we have heard of this year.

We have noticed where breeders brooded their poults on new soil and trained them to range over comparatively new territory, the poults have done exceedingly well, but those who confined their poults to the same old plat and did not provide new territory lost more or less from some form of indigestion. Where turkeys have not been grown for a few years is where poults make rapid growth and but few mortalities is the result. The writer lost severely on some of his

early broods but the later clutches are coming fine. The dry mild weather is fine on them and at the close of the season we hope to end up quite as successful as any previous season.

It requires dry favorable weather for turkeys, and for the past several years we have had much better success with the late broods than with the early hatched poults. If we could foresee the future and could manage our hatches accordingly I have no doubt but what we could raise ninety per cent of the poults hatched. If the early spring is warm and reasonably dry one early hatched turkey is worth almost three late turkeys.

The writer visited a number of turkey ranches on the Pacific Coast and found in all those dry irrigated countries large flocks of turkeys were successfully grown. About the only disadvantage I noticed was the trouble they had in preventing mountain lions and cats devouring them. One breeder in the State of Washington had 500 head in one flock. Those large flocks can not be grown in this country and within a very limited time those monster flocks can not be grown there. But I am confident larger flocks can be grown there than here, due to the dry eight months climate. Just as long as you can grow turkeys in dry warm weather you can have reasonably good success; but wet, cold, damp atmosphere certainly cleans them up rapidly. The South I am certain is a much better climate for turkey culture than the Northern States. That is why we

Save those sneezing, swollen headed fowls

Conkey's ROUP REMEDY

is guaranteed satisfactory treatment. Money back if it ever fails you. All dealers sell on this guarantee. Prices 50c and \$1.00.

FREE: A copy of the famous Conkey Poultry Book, 20 p. for name of dealer and stamps 4c.

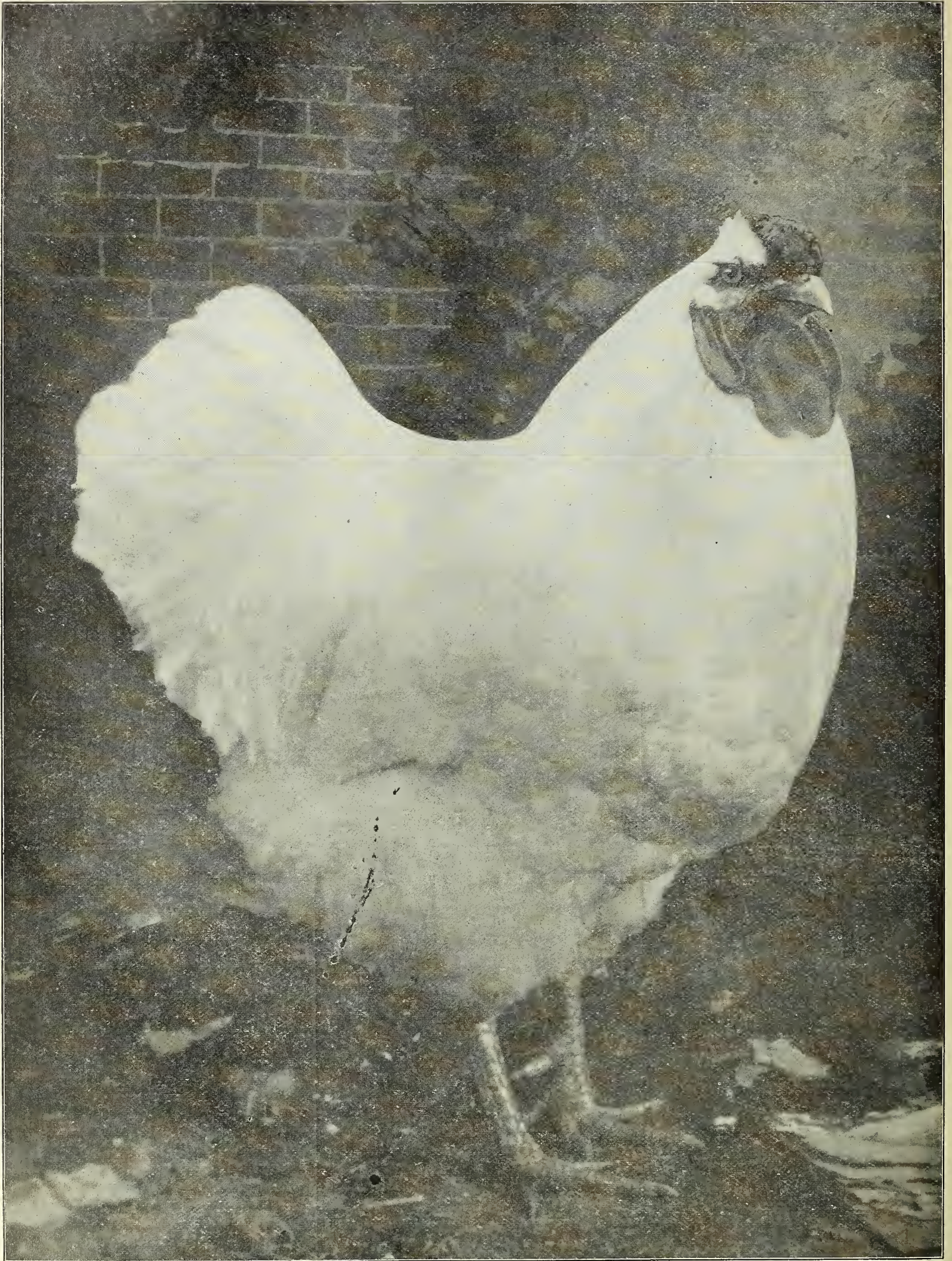
The G. E. Conkey Co.
CLEVELAND, O. DEPT 17

see so many large, fine, well developed turkeys come from the South. The best turkeys we ever saw with the exception of one instance, came from the Southern States. In the future we shall make an effort to only hatch a limited number in April, say fifty poults. Then if the weather is favorable we will have quite a nice bunch coming, but should it turn out wet and cold and continue so, as has been the case in the past several seasons, we will not have so many losses as it is next to an impossibility to save them when you are compelled to keep them confined for days and weeks as was the case this spring. Turkeys must have free range and plenty of it for them to live and mature as you would like. Nature is a wonderful power and you can not conform nature to your wants in the turkey business, but you are compelled to conform your plans to the natural requirements for turkeys, and you are almost certain of maturing a large crop of turkeys if the season is favorable. In this section we are governed largely by the season in our turkey ventures. I presume such is not the case so much in the South. However, the chances are that we will end up with a satisfactory crop and I trust every grower will meet with unbounded success.—J. C. Clipp.

BULLETIN ON FARM POULTRY HOUSES.

There isn't even a nail missing in the description of the three poultry houses given in a bulletin, No. 132, "Farm Poultry Houses," just issued by the Iowa Agricultural Experiment Station at Ames. Every detail and every step of construction is made clear by photographs showing the exterior and interior alike, and by builder's drawings showing the method of construction throughout, and by bills of materials that include every item needed.

Three types of houses are described, two movable and one stationary. The "A" shaped movable house may be built at a cost of \$39.00. The "Iowa Colony House," used first at the Iowa poultry farm at the station, costs about \$58.00. The stationary house is larger than either and may be built for about \$173.00 or \$180.00, depending on whether lumber and concrete or hollow tile and concrete are used. The Iowa Agricultural Experiment Station will send these bulletins on request.



A TYPICAL WHITE WYANDOTTE COCK. PROPERTY OF CHAS. V. KEELER, WINAMAC, INDIANA.

Crown Bone Cutter

Best Made Lowest in Price

FEED your hens cut green bone and get more eggs. With a Crown Bone Cutter you can cut up all scrap bones easily and quickly, and without any trouble, and have cut bone fresh every day for your poultry. Send at once for free catalogue.

WILSON BROS., Box 816, Easton, Pa.

Our Breeders and Their Birds

Mr. Reese V. Hicks, in writing of the summer poultry show at Atlantic City, has the following to say of three of our leading advertisers.

"William Cook & Sons, of Scotch Plains, N. J., won both firsts in White and Black Orpingtons. They had a very beautiful exhibit—well mated, uniform pens. The Black pen was especially cobby in type and attracted much attention. The White male was very free from brassiness.

"J. C. Fishel & Son, of Hope, Ind., have a magnificent display of their celebrated "World's Best" White Wyandottes. This display is beautifully decorated, and is one of the attractions of the show. This pen was not entered for competition but for display purposes only.

"U. R. Fishel, of Hope, Ind., has an elegant exhibit of the "Best in the World" White Rocks. This display is very attractive, especially well decorated, and gets a large share of attention from the visitors. This exhibit is also for display only, and not for competition. When wide awake breeders at such a distance as the Fishel's see the advantage of making displays at a show like this, it speaks volumes for the importance of the show as an advertising medium."

Owing to ill health and the removal to California of Dr. J. G. Arrington and family, Dismukes & Arrington have announced in this issue a big dissolution sale. This firm has won premiums all over the South and have one of the largest, if not the largest, farms devoted to one breed—Anconas—in the country. They have about 800 head of matured and young stock for sale, including their prize winners, and if you want to win at the fall shows, write them. Dr. Arrington expects to locate near San Jose. Mr. Dismukes will retain his position with The Industrious Hen. See their ad on back cover page of this issue.

Mr. M. H. Smith, Abingdon, Va., secretary and treasurer of the Southwest Virginia Poultry Association, and a breeder of Barred Plymouth Rocks, writes us:

"I have added to my yards White Indian Runner Ducks, and have a nice lot of young birds coming on. I got the best birds that could be bought for my breeders, and the young ducks



are developing into fine birds. I am sure I have good birds and can please anyone who wants White Indian Runner Ducks. I received a trio of my ducks on the 13th day of March; the two ducks commenced to lay at once, and up until the first of July, when they began to moult, they had laid 177 eggs, and in the month of June the two ducks laid 57 eggs. They lay an absolutely white egg, and I guarantee the ducks I sell to lay white eggs. I have a nice lot of Barred Rocks coming on and will be able to supply the trade in the fall."

C. B. Kirkpatrick of Los Angeles, Cal., is very enthusiastic as to the future of the White Indian Runner duck. We have seen this variety that had much the same general appearance as the Pekin, but Mr. Kirkpatrick's ducks are the long, narrow, upright racy looking birds that the standard calls for. They are the real thing in winning prizes and in filling the egg basket with large perfectly white eggs.—From "Los Angeles Show Notes," by Mrs. Ellen Jacque, associate editor, in Western Poultry Review, March, 1912.

Mrs. Jno. M. Grissim, Lebanon, Tenn., writes that she is overstocked on S. C. Black Minorcas of high quality, and will close out a great many of her best birds at sacrifice prices. Mrs. Grissim's birds have demonstrated their superlative qualities in Southern show rooms, and those needing Black Minorca stock can make no mistake in buying of her.

Buff and White WYANDOTTES

B. C. LEGHORNS. Prize winning stock and eggs for sale. Write for catalogue. Square Deal Poultry Farm, Box J., Maysville, Ky.

FERTILITY

THE MAGIC EGG TESTER will show the infertile eggs before incubation. Price—\$2.00 each. Buy of your dealer or of us. Fully guaranteed. By mail on receipt of price, or write first for circular and facts.

MAGIC EGG TESTER WORKS. Dept. G. Buffalo, N. Y.

Poultry Disease Department

By J. A. THORNHILL, Hartselle, Ala.

THE GAPE DISEASE OF CHICKENS.

This common and destructive disease of chickens is due to the presence in the windpipe of the gape-worm, known to scientists as *Syngamus trachealis*. "These worms obstruct the passage of air to and from the lungs, and thus occasion the characteristic gasping movements of the suffering chicks." This disease has been carefully studied by the Kentucky Experiment Station. It was found that "the commonly recommended practice of introducing into the trachea a partly stripped feather, or a bluegrass top, and by a twisting motion dislodging and removing the worms does not seem to * * * be practicable for very young chicks. The trachea is so small and so easily injured that it is impossible to dislodge and remove all of the worms by such means. * * * Chicks generally recover without treatment when they are attacked after they are half grown, and hence fowls that might from size be treated successfully with a feather do not require treatment of any sort. It is the very young chicks that suffer most, and the only remedial treatment in their case that seems to be successful is rubbing the neck from time to time with lard or vaseline, thoroughly mixed with a little turpentine (three parts of the lard or vaseline to one part of turpentine). This treatment should begin before the disease makes its appearance. It will not help a chick in the last stages of the disease. Pure turpentine will very quickly kill a chick when rubbed on the neck over the trachea."

A French scientist (Megnin) asserts that the use of pounded garlic with the usual food (one garlic bulb to

WHITE WYANDOTTES AT SPECIAL SALE PRICES
J. C. FISHEL & SON : : Box H, Hope, Ind.

ten birds daily), supplemented by special care in the use of only pure water, which is changed several times a day, has been found to completely eradicate gaps from pheasants. This is simple treatment, and there is no apparent reason why it should not prove as effective with chickens as with pheasants.

Experiments by the Kentucky Station show that chickens contract the disease when allowed to run on soil which has become infested with the gapeworm or when fed earthworms, and "that keeping chicks on a plank floor for several weeks after they hatch will prevent the gapes. It is (probable) that the same result would be obtained by simply elevating an earthen floor above the surrounding level, so that it would not retain moisture. It must be remembered, though, that after the disease is established in a brood it will be conveyed from one to another through the medium of food and drink, and in such case a plank floor would not alone save it. In case the disease should be introduced by chicks which had contracted it elsewhere, the proper treatment would be to isolate affected individuals as soon as discovered and medicate the drinking water of the rest."

It has been claimed that hens may be infested with the gapeworm without showing any evidence of the fact, and may thus be the means of transmitting the disease to the chicks. If this be true, it becomes important to see that the brood hen is free from the disease before the chicks are hatched.

INHERITED DISEASES.

Some flocks of chickens are never thrifty. Disease seems to appear without apparent cause and the slightest exposure leads to roup or something allied to it. Whole flocks of birds have been known to escape roup when all the birds belonging to a near neighbor were affected. Consumption, bronchitis, asthma, and such diseases are surely transmitted to the offspring of fowls, as in the case of animals. There is not enough attention given to the selection of fowls with a view of preventing diseases and avoiding the liability of hereditary transmission. When roup appears in a flock it denotes some organic weakness, and if it spreads rapidly to all the members of the flock the indication is that the members are of the same family, and more rapidly susceptible to disease than some other flocks. It is safer to avoid using any birds for breeding purposes that have at any time been sick with a contagious disease, and by so doing the flock will in a few years be hardy and the difficulties lessened. The selection of good, strong, vigorous parent stock in the breeding of poultry is a very important matter, and should receive the careful attention of every one who expects to make a success of raising chickens.

BUMBLEFOOT.

Turkeys and chickens are the fowls most commonly afflicted with the annoying and painful disease called "bumblefoot." Geese and ducks are never bothered with it. Many farmers and poultry raisers are not acquainted

BUFF PLYMOUTH ROCKS

Great Breeders and quality young stock for sale. Can please you in exhibition birds for early shows.

JEFFREY & HERVEY

:

Raleigh, N. C.

R.C.R.I. REDS, WHITE INDIAN RUNNERS

RED EGGS HALF PRICE AFTER MAY 15th

Two cock birds and a few breeding hens for sale. Cheap to make room. Young exhibition and breeding stock after September 1st. Get our prices. We will please you.

MRS. H. R. NUSZ & SON, Box 301, Cecilian, Kentucky

with the nature and origin of the malady and do not undertake to alleviate the disease or remove the cause.

Bumblefoot is caused by deep bruises, the prolonged bruising and irritation resulting in an aggregation of corns or callouses. The affected part of the foot is hot, painful and swollen and the fowl moves about with great difficulty, avoiding any pressure upon the foot.

Fowls that roost upon perches are susceptible to this disease, as in flying from the perches they often alight heavily, causing injury to the feet. For this reason high roosts are very undesirable, and low roosts are always preferable and more satisfactory in every respect.

Vigorous scratching in search of food is another cause of bruising the tender portion of the foot and bringing on this affliction. When the fowl is lame, with heat and swelling about the foot the injury may be suspected and should be given some treatment, to prevent, if possible, the forming of an abscess, which is very liable to occur. When the disease is allowed to run there is frequently great suppuration and the joints may become affected from the spreading of the disease.

To reduce the inflammation and swelling, hold the foot in water as hot as can be borne by the hand for half an hour, adding hot water from time to time to keep it at the right temperature. The hot water treatment is very soothing and effectual and tends to reduce the swelling.—Don Wilson in The Farmers' Review.

Prof. Wm. F. Kirkpatrick, in answer to an inquiry, gives the following remedies for limberneck: The trouble with the chickens is limberneck, the most common cause of which is the eating of dead and decayed carcasses. The result is ptomaine poisoning, which affects the nerves and the chick often loses control of the neck entirely. The remedy is to first find the carcass or cause of the trouble, and burn it or bury deeply. This will prevent other chicks from getting the disease. To doctor those already affected the common method is to give the bird turpentine, usually mixed with either olive or sweet oil. One tablespoonful of turpentine to two tablespoonsful of sweet oil, given every three or four hours is good. If the bird is unable to swallow use a small rubber tube, working one end well down into the crop, and giving

PARRISH

Originated the Light Brahma-
White Wyandotte Cross

Columbian Wyandotte

If you want the best in this breed, you had better see my catalogue before buying. I have furnished winners for shows in nearly every State in the Union.

T. REID PARRISH

Licensed Poultry Judge

N. Sta. NASHVILLE, TENN.

the medicine through the tube. Another remedy, perhaps easier given, consists in mixing equal parts of mustard, cayenne pepper, ginger and lard, and making small pills of the mixture to be given every three hours. In either case be sure to remove the cause to prevent further trouble."

EASTVIEW POULTRY YARDS

M. B. Turkeys, B. P. Rock Chickens.

Stock and eggs in season

W. M. LANDESS, R. No. 5 : Fayetteville, Tenn.

BUCKEYES FOR BEAUTY AND PROFIT.

I have been a breeder of Buckeyes for several years. I began my experience with Barred Rocks and have always admired nice specimens of Barred Rocks, but after breeding them several years found they did not quite meet my expectation.

They were objectionable as a table fowl on account of their dark pin feathers. They did not seem very hardy, would lose from six to twelve hens a year. Then I bred R. C. White Leghorns, and they did not seem to fill the bill. About this time I saw some Buckeyes, and admiring their beauty, I became interested in them and decided to give them a trial. I have never been sorry, for I find them not only beautiful but profitable, both for the farmer and fancier. Buckeyes are about the same size as the Rocks, lay soft brown eggs of good size, and have pea combs. They are considered the best layers of any of the larger breeds.

It has been found that they eat less than any of the larger breeds, which is an item to be considered.

Garnet, or a rich mahogany bay, is

EATON'S FAMOUS POULTRY FOODS

Eaton's Life Saver Little Chick Food
Eaton's Growing Ration
Eaton's Climax Grain Mixture
Eaton's Perfection Mash Mixture
Eaton's High Grade Pigeon Food
The Peerless Self-Feeding Dry Food Hopper
R. D. EATON GRAIN & FEED CO.
Dept. E. Norwich, N. Y.

Golden and Columbian Wyandottes

Prize Winners at all the leading shows. Prices reasonable. Send for mating list "Golden Opportunity."

OLD HOMESTEAD FARMS

J. H. McDANELL, Prop.

Box 126 : WARSAW, KY.

S. C. White and Brown Leghorns, "Ringlet" Barred Rocks, G. M. B. Turkeys, Rose and Single Comb R. I. Reds. Stock and eggs in season. Write us.

MAPLE HILL POULTRY FARM
Route 1, Box 23, Morristown, Tenn.

PRICES CUT IN TWO

For remainder of season stock reasonable to make room for young White P. Rocks, Pekin Ducks and Red and White Splashed Carneaux Pigeons. COXEYETTA POULTRY FARM, Box 64, Massillon, Ohio.

WHITE ROCKS

BLUE GRASS STRAIN. Eggs at half price. Write for catalogue.

R. L. JAMES R. 5, Box H., Lexington, Ky.

S. C. Buff ORPINGTONS

If you want some good BUFFS write me for prices on stock and eggs. Westlawn Poultry Yards, Sweet Briar Ave., Nashville, Tenn.

MORE EGGS ARE LOST

from over-heating than from any other reason. We guarantee it impossible to over-heat the Tulane Incubator. Three trial hatches. Catalog free. TULANE INCUBATOR CO., Box 85, Lebanon, Ky.

LaFollet's WEEKLY MAGAZINE

and The Industrious Hen, both one year, and a copy of "Hen and Chicks" for \$1.25. Send orders to The Industrious Hen, Knoxville, Tenn.

the color of the male, and the female, bred to show room perfection, is as handsome as her mate. They were admitted to the Standard in 1905 and have won their way into public favor strictly on their merits.

As a table fowl, the Buckeyes are unsurpassed, having a rich yellow skin, meat well developed on breast and thighs. They demand the highest market price on account of their attractive appearance. Buckeyes have not been boomed as much as some of the other breeds, consequently they are not as well known. Many people have the idea that they are pea-comb R. I. Reds. The Buckeye is growing fast in public favor and the demand at present is far greater than the supply. The writer has shipped eggs or stock to nearly every state in the Union, and they are rapidly growing in popularity. I believe that inside of five years, Buckeyes will not only be acknowledged as America's premier red fowl, but hold their own with any breed now before the public.—L. T. PLACE, Meshoppen, Pa.

THE BLACK DIAMONDS.

The latest in new breeds are the "Black Diamonds," a new middle-weight table fowl producing 205 eggs per year. The breed itself is protected, as Leigh S. Bache, the "wizzard" of New Jersey says, by letters patent No. 82,041, therefore try not to imitate. It is claimed that "this new breed is the scientific creation of six years patient breeding in strict accordance with Mendel's law," and presents a wonderful composite combination of the superior qualities found in the most "excellent special purpose fowls." The registered trade mark under which this new creation is now offered to the public at the rate of \$25 for 12 eggs for hatching, consists of a (Tiffany) cut diamond headed by a black-headed rooster that has all the resemblance of a Malay. No doubt the originator, judging from what he has been able to accomplish in the past will be able to extract a good deal of pleasure and some coin out of the Black Diamonds, even if they fail to come up to all that he claims for them.—Ex.

BLACK ORPINGTON CLUB.

The Black Orpington Club is making special efforts to increase the membership to 1,000 members by Oct. 1, 1912, and in order to do so, we will receive new members now at regular fee of \$1.00, and will extend the membership to Oct. 1, 1913, without extra charge. This entitles new members to compete at all state and other fairs in Canada and United States, as well as the winter shows. The Club cup will be offered at every show in which ten or more members compete. National meets and sectional meets will be awarded to the states that show largest growth in new membership. The club catalog will be sent for 10c to any person interested in Black Orpingtons. Milton W. Brown, secretary-treasurer, Route 14, Sta. L., Cincinnati, Ohio.

WHITE PLYMOUTH ROCK CLUB.

White Plymouth Rock breeders are invited by the White Rock Club to contribute an article on the fancy

value of the White Rock and one on the utility value.

Prizes of three dollars for the best article on each subject and two dollars for the second best are offered. All others whose articles are accepted will receive a copy of the year books of the club free of charge. This book is issued for the club members and is worth many times the cost of the membership.

Articles must be in the hands of the Secretary, C. W. Whitney, Oakwood, Milford, Conn., on or before July 15th to compete.

GROUND GRAIN v. WHOLE GRAIN FOR CHICKS.

The New York State Station has recently reported experiments made to determine whether it will pay to grind grain for poultry.

The first experiments were begun with two lots of 22 chicks each, one lot being fed "all its grain finely ground, the basis of the ration being a mixture of two parts by weight of corn meal, two parts wheat bran, and one part each of wheat middlings, old-process linseed meal, and ground oats. This was supplemented by skim milk, dried blood, and additional amounts daily of corn meal and ground oats. The grain fed (the other

A GREAT POULTRY SECTION.

Morristown, Tenn.—Although poultry and eggs to the amount of more than two million dollars were shipped from Morristown during 1911, local dealers find that they fell far short of supplying the demand for East Tennessee Poultry. Practically all of the poultry farms in Hamblen and adjoining counties are increasing their flocks this year, and yet it is evident that the demand during the coming season will be far in excess of the supply.

East Tennessee poultry, for many years rated below that from other sections of the United States, because of the tendency to raise only mongrel stock, is now coming into its own. The work of the poultry associations, and the national poultry experts, has resulted in the introduction of pure breeds and modern methods of poultry raising. It has been demonstrated that this section is ideal for the raising of poultry and that it is destined to become the greatest poultry center in the United States, before many years.

The Commercial Club, of Morristown, has on file a number of propositions from reputable dealers in northern, eastern and southern markets who desire to close contracts during this summer for large shipments of poultry and eggs, direct from producers or producers clubs, for winter and spring delivery. It is already apparent that it will be impossible to fill these contracts from the farms already located in this territory. While this conditions exists here, other sections not so fortunate find it difficult to market the output of their farms.

The Commercial Club is making arrangements to co-operate with shippers' clubs, helping them to get together and close contracts with dealers east, north and south for standing orders, and will in every other possible way endeavor to assist in developing the industry in this section.

As a part of a campaign of education, to attract attention to the importance of pure breeds and modern methods of poultry raising and to be of practical benefit to poultrymen in experimental work, a poultry experiment farm will be located near Morristown this fall and will be placed in charge of an experienced poultryman, who will work in conjunction with and under the supervision of the U. S. department of agriculture.

Experienced poultrymen who are considering new locations, should get in touch with the Morristown Commercial Club at once. Small farms, located on macadam roads, close to market, suitable for poultry, fruit and truck, are numerous and can be bought for very reasonable prices. Contracts will be available for all products of 1912-13.

S. C. WHITE LECHORNS

EXCLUSIVELY

"That's My Business."

The finest laying strain on the South Atlantic Coast. I guarantee pure white plumage, good head points and low, full tails, and full compliance with Standard requirements. I have been perfecting this heavy laying strain for eight years.

HAYDEN CLEMENT

Box 246

Salisbury, N. C.

BREEDERS' CARDS

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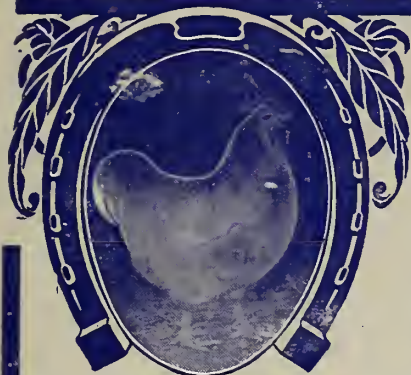
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